A 14.12 - 1101

ADA
American
Dental
Association

211 East Chicago Avenue
Chicago, Illinois 60611

The Bureau of Economic and
Behavioral Research

The 1988 Survey of Dental Practice

General Characteristics of Dentists

TABLE OF CONTENTS

GENERAL CHARACTERISTICS OF DENTISTS FOR THE YEAR OF 1987

PAGE

HIGHLIGHTS.................................... 1

INTRODUCTION.................................. 2

ALL DENTISTS.................................. 3

INDEPENDENT DENTISTS.......................... 12

SOLO DENTISTS................................. 21

EMPLOYED DENTISTS............................. 29

DENTISTS GRADUATING SINCE 1980................ 38

METHODOLOGY................................... 46

DEFINITIONS................................... 48

APPENDIX: 1988 SURVEY OF DENTAL PRACTICE QUESTIONNAIRE.................. 50

HIGHLIGHTS

- * Approximately 18% of all private practitioners are under the age of 35; roughly half (52.5%) are under the age of 45, while 8.1% are 65 years of age or older.
- * Almost two-thirds (63.1%) of current practitioners graduated from dental school since 1965; 35.6% graduated from dental school since 1975, and 14.1% graduated since 1980.
- * The solo dentist practice is the most typical size of private practice, comprising 69.8% of dentists in private practice.
- * The mean age of all private practitioners is 46.0 years; for dentists graduating since 1980, the mean age is 31.7 years.
- * The majority of the nation's private practitioners practice dentistry on a full-time basis.
- * Over half, 57.9%, of nonowner dentists graduated from dental school since 1980. Almost three-quarters (71.0%) have graduated since 1975, and 29.0% graduated before 1975.
- * Over two-thirds (69.3%) of all dentists reported having an adequate patient load during 1987.
- * Specialists in all categories were more likely than general practitioners to operate their own dental laboratories.
- * All private practitioners reported high utilization of composite light curing units (83.1%) and ultrasonic or sonic scaling units (76.0%). Approximately one-third reported using computer services.
- * About 20% of all dentists worked in rural practices (towns with 20,000 or less inhabitants).
- * Two-thirds (66.4%) of private practitioners had offices in professional buildings; 8.5% worked out of their homes.
- * All private practitioners reported spending almost 30% of their time in operative procedures.

INTRODUCTION

This report provides descriptive statistics from the 1988 Survey of Dental Practice on the general characteristics of private practitioners in the United States for the year 1987. Some of the areas summarized are age, region (U.S. census), and graduation year distributions. Statistics pertaining to the size of the dental practice, hours spent in the practice on a weekly and yearly basis, use of facilities and equipment, and dental practice location are also reported.

Tables are presented separately for all dentists (private practitioners), independent (owner) dentists, solo dentists, employed dentists, and dentists graduating since 1980. Each section is preceded by a brief summary citing statistics on all responding dentists in a given category. The tables present detailed data broken down by general practitioner and specialist status for each of the five categories.

ALL DENTISTS

Of all private practitioners, 18.3% are under the age of 35. Roughly half (52.5%) are under the age of 45, while 8.1% are 65 years of age or older.

Of the nine U.S. census regions, the higher concentrations of private practitioners occur in the Middle Atlantic and South Atlantic regions (16.9% and 19.9%), while the lowest concentrations occur in the West North Central and Mountain regions (4.9% and 5.6%).

Almost two-thirds (63.1%) of private practitioners have graduated from dental school since 1965, but only 14.1% have graduated since 1980.

The most typical size of private practice is the solo practice, with 69.8% of the private practitioners working with no other dentist. A small portion (10.5%) of private practitioners work in a practice with two or more other dentists.

The mean age of all private practitioners is 46.0 years. For male practitioners, who comprise 96.3% of all private practitioners, the mean age is 46.4 years; while for female practitioners, representing only 3.7% of all practitioners, the mean age is 36.7 years.

Private practitioners spend an average of 37.6 hours per week in the practice, 33.4 of which are spent treating patients. The average number of weeks worked per year is 47.9. On an annual basis, 1806.3 hours are spent in the practice while 1607.8 hours are spent treating patients (about 89.0%). Most private practitioners (69.3%) reported that they had at least an adequate number of patients in 1987.

More specialists (27.9%) than general practitioners (8.6%) reported operating their own dental laboratories. Of all private practitioners, 83.1% used composite light curing units in their practices. In addition, there was high usage of ultrasonic or sonic scaling units (76.0%) and automatic x-ray film processors (63.9%).

Almost one-third (30.9%) of all private practitioners reported that they use computer services, and 83.6% of these dentists use in-house services.

GENERAL CHARACTERISTICS OF DENTISTS

DENTIST AGE AND REGION DISTRIBUTIONS

	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
AGE GROUP						
LESS THAN 30 YEARS	49	3.2%	4	1.0%	53	2.8%
30-34 YEARS	271	17.7	24	6.3	295	15.5
35-39 YEARS	282	18.4	60	15.9	343	17.9
40-44 YEARS	218	14.3	92	24.3	310	16.3
45-49 YEARS	150	9.8	68	17.8	217	11.4
50-54 YEARS	141	9.2	51	13.4	192	10.1
55-59 YEARS	162	10.6	34	9.0	197	10.3
60-64 YEARS	120	7.8	27	7.1	147	7.7
65 YEARS AND OLDER	136	8.9	19	5.0	155	8.1
REGION						
NEW ENGLAND	107	7.0	36	9.4	143	7.5
MIDDLE ATLANTIC	253	16.6	69	18.2	322	16.9
SOUTH ATLANTIC	330	21.6	49	13.0	380	19.9
EAST SOUTH CENTRAL	124	8.1	21	5.7	145	7.6
EAST NORTH CENTRAL	202	13.2	64	17.0	266	14.0
WEST NORTH CENTRAL	78	5.1	16	4.2	94	4.9
WEST SOUTH CENTRAL	114	7.5	40	10.5	154	8.1
MOUNTAIN	80	5.2	26	6.9	106	5.6
PACIFIC	240	15.7	57	15.1	298	15.6

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

GENERAL CHARACTERISTICS OF DENTISTS

DENTIST GRADUATION YEAR DISTRIBUTION

	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
GRADUATION YEAR						
BEFORE 1965	561	36.7%	146	38.4%	707	37.0%
1965-1974	363	23.8	161	42.3	524	27.5
1975-1980	358	23.4	52	13.6	410	21.5
AFTER 1980	247	16.1	21	5.7	268	14.1
ALL	1529	100.0	379	100.0	1909	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

GENERAL CHARACTERISTICS OF DENTISTS

SIZE OF PRIVATE PRACTICE

	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NO OTHER DENTISTS (SOLOS)	70.5%	1084	67.3%	262	69.8%	1345
ONE OTHER DENTIST	19.4	298	21.1	82	19.3	380
TWO OR MORE OTHER DENTISTS	10.2	156	11.7	45	10.5	201
ALL	100.0	1538	100.0	389	100.0	1927

MEAN HOURS SPENT IN PRACTICE

	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
WEEKS PER YEAR SPENT IN DENTAL OFFICE	48.0	1439	47.4	489	47.9	1928
HOURS PER WEEK SPENT IN DENTAL OFFICE	37.6	1439	37.6	489	37.6	1928
HOURS PER YEAR SPENT IN DENTAL OFFICE	1811.2	1439	1787.0	489	1806.3	1928
HOURS PER WEEK TREATING PATIENTS	33.6	1439	32.6	489	33.4	1928
HOURS PER YEAR TREATING PATIENTS	1622.4	1439	1550.3	489	1607.8	1928

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

GENERAL CHARACTERISTICS OF DENTISTS

MEAN AND MEDIAN AGE BY GENDER AND DENTIST TYPE

	GENERAL PRACTITIONER			SPECIALIST			ALL WEIGHTED		
	MEAN	MEDIAN	N*	MEAN	MEDIAN	N	MEAN	MEDIAN	N
GENDER									
MALE	46.3	44	1370	46.9	45	470	46.4	44	1840
FEMALE	36.6	33	62	45.8	37	9	36.7	33	71
ALL WEIGHTED	45.9	43	1432	46.7	45	479	46.0	44	1911

MEAN PERCENTAGE OF TIME PER WEEK SPENT IN

	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
DIAGNOSTIC	11.2%	1248	10.6%	441	11.1%	1689
PREVENTIVE	12.3	1248	4.3	441	10.6	1689
OPERATIVE	36.6	1248	5.0	441	30.0	1689
PROSTHODONTIC	17.5	1248	4.5	441	14.8	1689
ENDODONTIC	8.0	1248	10.1	441	8.5	1689
PERIODONTIC	5.1	1248	10.5	441	6.2	1689
ORTHODONTIC	1.3	1248	36.6	441	8.6	1689
ORAL/MAXILLOFACIAL SURGERY	4.3	1248	15.2	441	6.6	1689
GENERAL SERVICES	3.8	1248	3.3	441	3.7	1689

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

---

* 'N' IN THIS AND SUBSEQUENT TABLES REFERS TO THE NUMBER OF RESPONDENTS IN A PARTICULAR CATEGORY.

PERCEIVED PERSONAL BUSYNESS IN THE PRIMARY PRACTICE

	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
TOO BUSY	102	7.3%	9	2.5%	111	6.3%
OVERWORKED	274	19.4	57	16.2	331	18.8
ENOUGH PATIENTS	610	43.4	168	47.5	778	44.2
NOT BUSY ENOUGH	421	29.9	119	33.8	540	30.7
ALL	1407	100.0	353	100.0	1760	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

GENERAL CHARACTERISTICS OF DENTISTS

USE OF SPECIFIED FACILITIES AND EQUIPMENT

	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
PERCENTAGE OPERATING OWN DENTAL LAB	121	8.6%	93	27.9%	214	12.3%
PERCENTAGE UTILIZING:						
COMPOSITE LIGHT CURING UNIT	1351	95.8	104	30.6	1455	83.1
HIGH SPEED AIR HAND PIECE WITH FIBER OPTICS	909	64.7	95	27.9	1004	57.6
PANORAMIC X RAY UNIT	569	40.6	194	57.4	763	43.9
ULTRASONIC OR SONIC SCALING UNIT	1184	83.9	145	42.8	1329	76.0
ELECTROSURGICAL UNIT	637	45.3	103	30.4	740	42.4
NITROUS OXIDE ANALGESIC EQUIPMENT	794	56.5	154	45.0	948	54.2
MODULAR INSTRUMENT DELIVERY SYSTEM (WALL DIVIDER)	247	17.8	36	10.6	283	16.4
AUTOMATIC X RAY FILM PROCESSOR	926	65.7	193	56.8	1119	63.9
AUTOCLAVABLE HANDPIECE	804	57.2	175	51.6	979	56.1
SCAVENGER SYSTEM FOR NITROUS OXIDE	421	30.1	91	26.7	512	29.4
INTRAORAL VIDEO CAMERA	112	8.0	65	19.0	177	10.2
LASER	6	0.5	6	1.7	12	0.7
BIOLOGICAL INDICATOR (SPORE TEST)	223	16.0	54	16.0	277	16.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

GENERAL CHARACTERISTICS OF DENTISTS

USE OF SPECIFIED FACILITIES AND EQUIPMENT

	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
UTILIZATION OF COMPUTER SERVICES						
YES	405	28.8%	137	39.7%	542	30.9%
IN HOUSE	326	82.3	118	87.4	444	83.6
OUTSIDE SERVICE	70	17.7	17	12.6	87	16.4
NO	1003	71.2	208	60.3	1211	69.1
TOTAL NUMBER OF OPERATORIES AND SQUARE FEET OF OFFICE SPACE	NUMBER	MEAN	NUMBER	MEAN	NUMBER	MEAN
OPERATORIES	1307	3.5	421	4.2	1728	3.7
FULLY EQUIPPED OPERATORIES	1304	3.1	392	3.5	1696	3.2
SQUARE FEET OF OFFICE SPACE	1202	1391.6	401	1710.7	1603	1455.1

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

GENERAL CHARACTERISTICS OF DENTISTS

LOCATION AND CHARACTERISTICS OF PRACTICE

	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
METROPOLITAN AREA WITH POPULATION GREATER THAN 500,000						
CENTRAL CITY LOCATION	159	11.4%	53	15.5%	212	12.2%
SUBURBAN LOCATION	271	19.4	72	21.1	343	19.7
METROPOLITAN AREA WITH POPULATION OF 100,000-500,000						
CENTRAL CITY LOCATION	106	7.6	44	12.9	150	8.6
SUBURBAN LOCATION	156	11.1	47	13.8	203	11.7
CITY WITH POPULATION OF 50,000-99,999	167	11.9	56	16.4	223	12.8
CITY WITH POPULATION OF 20,000-49,000	201	14.3	48	14.1	249	14.3
RURAL (POPULATION LESS THAN 20,000)	340	24.3	21	6.2	361	20.7
BUILDING DESCRIPTION						
HOME	133	9.5	16	4.7	149	8.5
PROFESSIONAL BUILDING	880	62.5	280	81.9	1160	66.4
SHOPPING CENTER	82	5.8	6	1.7	88	5.0
OTHER COMMERCIAL BUILDING	312	22.2	40	11.7	352	20.1
PRIMARY PRACTICE CHARACTERIZATION						
RETAIL OR DRUG STORE	20	1.5	5	1.5	25	1.5
FRANCHISE (MARKETED UNDER A TRADE NAME)	13	0.9	1	0.2	14	0.8

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

INDEPENDENT DENTISTS

Of all independent dentists, 16.0% are under the age of 35. Half (51.0%) are under the age of 45, while 8.1% are 65 years of age or older.

Over half (61.8%) of independent practitioners graduated from dental school since 1965, while only 11.6% have graduated since 1980.

Among independents, the most typical size of private practice is the solo practice, with 73.6% of the private practitioners working with no other dentist. About 8.7% of independent dentists work in a practice with two or more dentists.

The mean age of all independent practitioners is 46.5 years. For male practitioners, who comprise 96.8% of independent practitioners, the mean age is 46.8 years; female practitioners, representing only 3.2% of all independent practitioners, have an average age of 38.0 years.

Independent practitioners spend, on average, 37.7 hours per week in the practice, 33.5 of which are spent treating patients. The average number of weeks worked per year is 47.9. On an annual basis, 1814.7 hours are spent in the practice while 1614.1 hours are spent treating patients (about 88.9%). Most (69.6%) independent dentists reported that they treated at least an adequate number of patients in 1987.

More specialists (28.0%) than general practitioners (8.0%) reported that they operated their own dental laboratories. Independent dentists reported high usage of composite light curing units (82.4%), ultrasonic or sonic scaling units (75.3%), and automatic x-ray film processors (62.8%). Thirty percent of independent dentists reported using computer services, 83.3.% of whom used in-house systems.

GENERAL CHARACTERISTICS OF DENTISTS

DENTIST AGE AND REGION DISTRIBUTIONS

	GENERAL PRACTITIONER NUMBER	GENERAL PRACTITIONER PERCENT	SPECIALIST NUMBER	SPECIALIST PERCENT	ALL WEIGHTED NUMBER	ALL WEIGHTED PERCENT
AGE GROUP						
LESS THAN 30 YEARS	31	2.2%	2	0.7%	33	1.9%
30-34 YEARS	235	16.4	20	5.4	255	14.1
35-39 YEARS	269	18.8	58	15.9	327	18.2
40-44 YEARS	212	14.7	91	25.0	303	16.8
45-49 YEARS	146	10.2	66	18.0	212	11.8
50-54 YEARS	138	9.6	51	13.9	189	10.5
55-59 YEARS	158	11.0	33	9.1	192	10.6
60-64 YEARS	118	8.2	26	7.2	144	8.0
65 YEARS AND OLDER	129	9.0	17	4.8	147	8.1
REGION						
NEW ENGLAND	102	7.1	36	9.8	137	7.6
MIDDLE ATLANTIC	231	16.1	65	17.8	296	16.4
SOUTH ATLANTIC	311	21.7	47	12.8	358	19.9
EAST SOUTH CENTRAL	120	8.3	21	5.7	140	7.8
EAST NORTH CENTRAL	186	12.9	64	17.4	250	13.8
WEST NORTH CENTRAL	73	5.1	16	4.3	89	4.9
WEST SOUTH CENTRAL	111	7.7	38	10.4	149	8.3
MOUNTAIN	77	5.4	26	7.2	103	5.7
PACIFIC	227	15.8	53	14.6	280	15.5

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

DENTIST GRADUATION YEAR DISTRIBUTION

	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
GRADUATION YEAR						
BEFORE 1965	546	38.0%	142	38.7%	688	38.2%
1965-1974	353	24.6	158	43.3	511	28.4
1975-1980	345	24.0	50	13.7	395	21.9
AFTER 1980	192	13.4	16	4.3	208	11.6
ALL	1436	100.0	366	100.0	1802	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

GENERAL CHARACTERISTICS OF DENTISTS

SIZE OF PRIVATE PRACTICE

	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NO OTHER DENTISTS (SOLOS)	74.8%	1080	69.0%	259	73.6%	1339
ONE OTHER DENTIST	16.9	245	20.8	78	17.7	323
TWO OR MORE OTHER DENTISTS	8.3	120	10.2	38	8.7	158
ALL	100.0	1445	100.0	375	100.0	1820

MEAN HOURS SPENT IN PRACTICE

	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
WEEKS PER YEAR SPENT IN DENTAL OFFICE	48.0	1352	47.4	471	47.9	1823
HOURS PER WEEK SPENT IN DENTAL OFFICE	37.7	1352	37.8	471	37.7	1823
HOURS PER YEAR SPENT IN DENTAL OFFICE	1818.9	1352	1798.4	471	1814.7	1823
HOURS PER WEEK TREATING PATIENTS	33.7	1352	32.8	471	33.5	1823
HOURS PER YEAR TREATING PATIENTS	1628.2	1352	1559.7	471	1614.1	1823

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

MEAN AND MEDIAN AGE BY GENDER AND DENTIST TYPE

	GENERAL PRACTITIONER			SPECIALIST			ALL WEIGHTED		
	MEAN	MEDIAN	N	MEAN	MEDIAN	N	MEAN	MEDIAN	N
GENDER									
MALE	46.7	44	1295	47.0	45	454	46.8	45	1749
FEMALE	37.9	34	50	38.4	38	8	38.0	34	58
ALL WEIGHTED	46.4	44	1345	46.9	45	462	46.5	44	1807

MEAN PERCENTAGE OF TIME PER WEEK SPENT IN

	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
DIAGNOSTIC	11.2%	1174	10.7%	423	11.1%	1597
PREVENTIVE	12.5	1174	4.4	423	10.8	1597
OPERATIVE	36.7	1174	4.9	423	29.9	1597
PROSTHODONTIC	17.7	1174	4.3	423	14.8	1597
ENDODONTIC	7.8	1174	10.0	423	8.3	1597
PERIODONTIC	5.0	1174	10.4	423	6.1	1597
ORTHODONTIC	1.3	1174	37.0	423	8.9	1597
ORAL/MAXILLOFACIAL SURGERY	4.2	1174	15.1	423	6.5	1597
GENERAL SERVICES	3.8	1174	3.3	423	3.7	1597

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

GENERAL CHARACTERISTICS OF DENTISTS

PERCEIVED PERSONAL BUSYNESS IN THE PRIMARY PRACTICE

	GENERAL PRACTITIONERS		SPECIALISTS		ALL WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
TOO BUSY	94	7.1%	9	2.7%	103	6.2%
OVERWORKED	252	19.1	54	15.9	306	18.4
ENOUGH PATIENTS	585	44.3	162	47.8	747	45.0
NOT BUSY ENOUGH	390	29.5	114	33.6	504	30.4
ALL	1321	100.0	339	100.0	1660	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

GENERAL CHARACTERISTICS OF DENTISTS

USE OF SPECIFIED FACILITIES AND EQUIPMENT

	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
PERCENTAGE OPERATING OWN DENTAL LAB	106	8.0%	92	28.0%	198	12.0%
PERCENTAGE UTILIZING						
COMPOSITE LIGHT CURING UNIT	1264	95.5	97	29.5	1361	82.4
HIGH SPEED AIR HAND PIECE WITH FIBER OPTICS	852	64.5	88	27.0	940	57.1
PANORAMIC X RAY UNIT	523	39.7	187	57.3	710	43.2
ULTRASONIC OR SONIC SCALING UNIT	1105	83.5	137	42.0	1242	75.3
ELECTROSURGICAL UNIT	591	44.7	97	29.8	688	41.8
NITROUS OXIDE ANALGESIC EQUIPMENT	738	55.9	146	44.2	884	53.6
MODULAR INSTRUMENT DELIVERY SYSTEM (WALL DIVIDER)	229	17.6	32	9.8	261	16.0
AUTOMATIC X RAY FILM PROCESSOR	855	64.6	183	55.7	1038	62.8
AUTOCLAVABLE HANDPIECE HANDPIECE	757	57.4	170	51.8	927	56.3
SCAVENGER SYSTEM FOR NITROUS OXIDE	386	29.3	83	25.5	469	28.6
INTRAORAL VIDEO CAMERA	107	8.1	63	19.2	170	10.3
LASER	6	0.5	5	1.5	11	0.7
BIOLOGICAL INDICATOR (SPORE TEST)	211	16.0	51	15.9	262	16.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

GENERAL CHARACTERISTICS OF DENTISTS

USE OF SPECIFIED FACILITIES AND EQUIPMENT

	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
UTILIZATION OF COMPUTER SERVICES						
YES	369	27.9%	131	39.5%	500	30.3%
IN HOUSE	294	81.4	115	88.4	409	83.3
OUTSIDE SERVICE	67	18.6	15	11.6	82	16.7
NO	954	72.1	201	60.5	1155	69.7
TOTAL NUMBER OF OPERATORIES AND SQUARE FEET OF OFFICE SPACE	NUMBER	MEAN	NUMBER	MEAN	NUMBER	MEAN
OPERATORIES	1226	3.4	406	4.2	1632	3.5
FULLY EQUIPPED OPERATORIES	1223	3.0	378	3.5	1601	3.1
SQUARE FEET OF OFFICE SPACE	1138	1376.2	388	1707.6	1526	1443.3

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

GENERAL CHARACTERISTICS OF DENTISTS

INDEPENDENT DENTISTS

LOCATION AND CHARACTERISTICS OF PRACTICE

	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
METROPOLITAN AREA WITH POPULATION GREATER THAN 500,000						
CENTRAL CITY LOCATION	151	11.5%	51	15.5%	202	12.3%
SUBURBAN LOCATION	245	18.7	66	20.1	311	18.9
METROPOLITAN AREA WITH POPULATION OF 100,000-500,000						
CENTRAL CITY LOCATION	96	7.3	41	12.5	137	8.3
SUBURBAN LOCATION	148	11.3	47	14.3	195	11.9
CITY WITH POPULATION OF 50,000-99,999	150	11.4	55	16.7	205	12.5
CITY WITH POPULATION OF 20,000-49,000	192	14.6	49	14.9	241	14.7
RURAL (POPULATION LESS THAN 20,000)	331	25.2	20	6.0	351	21.4
BUILDING DESCRIPTION						
HOME	126	9.5	16	4.8	142	8.6
PROFESSIONAL BUILDING	831	63.0	270	81.8	1101	66.7
SHOPPING CENTER	74	5.6	5	1.5	79	4.8
OTHER COMMERCIAL BUILDING	289	21.9	39	11.8	328	19.9
PRIMARY PRACTICE CHARACTERIZATION						
RETAIL OR DRUG STORE	19	1.5	5	1.5	24	1.5
FRANCHISE (MARKETED UNDER A TRADE NAME)	6	0.5	1	0.3	7	0.5

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

SOLO DENTISTS

Most private practitioners (69.8%) are solo dentists. Of all solo dentists, 14.7% are under the age of 35. Almost half (49.9%) are under the age of 45, while 8.9% are 65 years of age or older.

Over half (61.3%) of all solo practitioners graduated from dental school since 1965, while 10.6% graduated from dental school since 1980.

The mean age of all solo practitioners is 47.5 years. For male practitioners, who comprise 97.1% of solo practitioners, the mean age is 47.3 years; for female practitioners, who represent 2.9% of all solo practitioners, the mean age is 36.8 years.

Solo practitioners spend, on average, 37.6 hours per week in the practice, 33.5 of which are spent treating patients. The average number of weeks worked per year is 48.0. On an annual basis, 1811.1 hours are spent in the practice while 1615.4 hours are spent treating patients (about 89.2%). Most (68.0%) solo dentists reported that they had at least an adequate patient load during 1987.

Only 10.6% of solo dentists reported operating their own dental laboratories; specialists were more likely than general practitioners to have these facilities (29.2% compared to 6.3%). Like other groups of dentists, solos reported high utilization of composite light curing units (82.9%), ultrasonic or sonic scaling units (73.0%), and automatic x-ray film processors (59.0%). One-fourth (25.3%) of solo dentists reported using computer services, 82.5% of whom use in-house systems.

DENTIST AGE AND REGION DISTRIBUTIONS

	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
AGE GROUP						
LESS THAN 30 YEARS	15	1.4%	2	0.9%	17	1.3%
30-34 YEARS	165	15.3	14	5.3	178	13.4
35-39 YEARS	200	18.6	43	16.8	243	18.3
40-44 YEARS	159	14.8	65	25.5	224	16.9
45-49 YEARS	116	10.9	41	16.1	158	11.9
50-54 YEARS	92	8.6	34	13.4	126	9.5
55-59 YEARS	128	12.0	26	10.2	154	11.6
60-64 YEARS	92	8.6	18	7.1	110	8.3
65 YEARS AND OLDER	106	9.9	12	4.7	118	8.9
REGION						
NEW ENGLAND	75	7.0	23	9.0	98	7.4
MIDDLE ATLANTIC	164	15.2	45	17.4	208	15.7
SOUTH ATLANTIC	230	21.4	28	10.9	258	19.4
EAST SOUTH CENTRAL	91	8.5	12	4.7	103	7.7
EAST NORTH CENTRAL	138	12.8	45	17.7	183	13.8
WEST NORTH CENTRAL	56	5.2	12	4.7	68	5.1
WEST SOUTH CENTRAL	88	8.2	31	12.1	119	8.9
MOUNTAIN	65	6.1	21	8.4	87	6.5
PACIFIC	168	15.6	39	15.2	207	15.6

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

GENERAL CHARACTERISTICS OF DENTISTS

DENTIST GRADUATION YEAR DISTRIBUTION

	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
GRADUATION YEAR						
BEFORE 1965	416	38.7%	99	38.5%	514	38.7%
1965-1974	273	25.4	108	42.2	381	28.6
1975-1980	255	23.8	38	14.9	294	22.1
AFTER 1980	129	12.1	11	4.3	140	10.6
ALL	1073	100.0	156	100.0	1329	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

GENERAL CHARACTERISTICS OF DENTISTS

SOLO DENTISTS

MEAN HOURS SPENT IN PRACTICE

	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
WEEKS PER YEAR SPENT IN DENTAL OFFICE	48.1	1011	47.6	325	48.0	1336
HOURS PER WEEK SPENT IN DENTAL OFFICE	37.6	1011	37.3	325	37.6	1336
HOURS PER YEAR SPENT IN DENTAL OFFICE	1818.2	1011	1781.3	325	1811.1	1336
HOURS PER WEEK TREATING PATIENTS	33.7	1011	32.6	325	33.5	1336
HOURS PER YEAR TREATING PATIENTS	1630.1	1011	1554.0	325	1615.4	1336

MEAN AND MEDIAN AGE BY GENDER AND DENTIST TYPE

	GENERAL PRACTITIONER			SPECIALIST			ALL WEIGHTED		
	MEAN	MEDIAN	N	MEAN	MEDIAN	N	MEAN	MEDIAN	N
GENDER									
MALE	47.3	45	972	47.1	45	317	47.3	45	1289
FEMALE	37.0	34	33	35.2	36	6	36.8	34	39
ALL WEIGHTED	47.0	44	1005	46.6	47	404	47.5	46	1736

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

GENERAL CHARACTERISTICS OF DENTISTS

MEAN PERCENTAGE OF TIME PER WEEK SPENT IN

	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
DIAGNOSTIC	11.4%	874	10.8%	293	11.3%	1167
PREVENTIVE	13.6	874	4.9	293	11.9	1167
OPERATIVE	37.2	874	4.8	293	30.7	1167
PROSTHODONTIC	16.6	874	3.3	293	13.9	1167
ENDODONTIC	7.6	874	9.4	293	8.0	1167
PERIODONTIC	4.9	874	10.8	293	6.0	1167
ORTHODONTIC	1.2	874	41.9	293	9.4	1167
ORAL/MAXILLOFACIAL SURGERY	4.0	874	11.3	293	5.5	1167
GENERAL SERVICES	3.6	874	2.9	293	3.4	1167

PERCEIVED PERSONAL BUSYNESS IN THE PRIMARY PRACTICE

	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
TOO BUSY	68	6.9%	5	2.1%	73	5.9%
OVERWORKED	182	18.2	32	13.7	214	17.4
ENOUGH PATIENTS	444	44.5	105	45.2	549	44.7
NOT BUSY ENOUGH	303	30.4	90	39.0	393	32.0
ALL	997	100.0	232	100.0	1229	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

GENERAL CHARACTERISTICS OF DENTISTS

USE OF SPECIFIED FACILITIES AND EQUIPMENT

	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
PERCENTAGE OPERATING OWN DENTAL LAB	62	6.3%	67	29.2%	129	10.6%
PERCENTAGE UTILIZING						
COMPOSITE LIGHT CURING UNIT	940	94.3	70	30.7	1010	82.9
HIGH SPEED AIR HAND PIECE WITH FIBER OPTICS	609	61.3	56	24.5	665	54.4
PANORAMIC X RAY UNIT	348	35.1	121	53.1	469	38.5
ULTRASONIC OR SONIC SCALING UNIT	798	80.1	95	41.9	893	73.0
ELECTROSURGICAL UNIT	394	39.6	57	25.0	451	36.9
NITROUS OXIDE ANALGESIC EQUIPMENT	525	52.7	86	38.0	611	50.0
MODULAR INSTRUMENT DELIVERY SYSTEM (WALL DIVIDER)	157	16.0	21	9.2	178	14.7
AUTOMATIC X RAY FILM PROCESSOR	605	60.7	117	51.7	722	59.0
AUTOCLAVABLE HANDPIECE	560	56.3	110	48.3	670	54.8
SCAVENGER SYSTEM FOR NITROUS OXIDE	265	26.7	53	23.2	318	26.0
INTRAORAL VIDEO CAMERA	78	7.9	40	17.5	118	9.7
LASER	6	0.7	2	0.7	8	0.7
BIOLOGICAL INDICATOR (SPORE TEST)	151	15.1	33	14.8	184	15.1

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

GENERAL CHARACTERISTICS OF DENTISTS

USE OF SPECIFIED FACILITIES AND EQUIPMENT

	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
UTILIZATION OF COMPUTER SERVICES						
YES	228	22.9%	82	35.9%	310	25.3%
IN HOUSE	179	81.2	70	86.1	249	82.5
OUTSIDE SERVICE	42	18.8	11	13.9	53	17.5
NO	769	77.1	148	64.1	917	74.7
TOTAL NUMBER OF OPERATORIES AND SQUARE FEET OF OFFICE SPACE	NUMBER	MEAN	NUMBER	MEAN	NUMBER	MEAN
OPERATORIES	923	2.8	283	3.5	1206	3.0
FULLY EQUIPPED OPERATORIES	919	2.5	266	2.8	1185	2.6
SQUARE FEET OF OFFICE SPACE	852	1170.9	274	1454.0	1126	1225.6

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

GENERAL CHARACTERISTICS OF DENTISTS

SOLO DENTISTS

LOCATION AND CHARACTERISTICS OF PRACTICE

	GENERAL PRACTITIONER NUMBER	GENERAL PRACTITIONER PERCENT	SPECIALIST NUMBER	SPECIALIST PERCENT	ALL WEIGHTED NUMBER	ALL WEIGHTED PERCENT
METROPOLITAN AREA WITH POPULATION GREATER THAN 500,000						
CENTRAL CITY LOCATION	106	10.7%	33	14.3%	139	11.4%
SUBURBAN LOCATION	181	18.2	39	17.0	220	18.0
METROPOLITAN AREA WITH POPULATION OF 100,000-500,000						
CENTRAL CITY LOCATION	63	6.4	32	13.9	95	7.8
SUBURBAN LOCATION	104	10.5	33	14.3	137	11.2
CITY WITH POPULATION OF 50,000-99,999	108	10.9	34	14.8	142	11.6
CITY WITH POPULATION OF 20,000-49,000	158	15.9	42	18.3	200	16.4
RURAL (POPULATION LESS THAN 20,000)	272	27.4	17	7.4	289	23.6
BUILDING DESCRIPTION						
HOME	102	10.3	13	5.7	115	9.4
PROFESSIONAL BUILDING	615	61.8	186	81.6	801	65.5
SHOPPING CENTER	49	4.9	4	1.7	53	4.3
OTHER COMMERCIAL BUILDING	229	23.0	25	11.0	254	20.8
PRIMARY PRACTICE CHARACTERIZATION						
RETAIL OR DRUG STORE	16	1.7	3	1.4	19	1.6
FRANCHISE (MARKETED UNDER A TRADE NAME)	3	0.3	0	0.0	3	0.3

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

EMPLOYED DENTISTS

Of all employed dentists, 57.9% are under the age of 35, while 78.0% are under the age of 45. Only 8.9% are 65 years of age or older.

Over half (57.9%) of all employed practitioners have graduated from dental school since 1980. Most (79.9%) have graduated from dental school since 1965, while 20.1% graduated before 1965.

Of all employed dentists, over half (57.6%) work in a practice with only one other dentist, and the remaining work in larger dental offices.

The mean age of all employed practitioners is 37.3 years. For male practitioners, who comprise 92.7% of employed practitioners, the mean age is 39.5 years; for female practitioners, who represent 7.3% of all employed practitioners, the mean age is 33.2 years.

Employed practitioners spend, on average, 35.2 hours per week in the practice, 31.6 of which are spent treating patients. The average number of weeks worked per year is 47.6. On an annual basis, 1693.8 hours are spent in the practice while 1519.7 hours are spent treating patients (about 89.7%). Over half (57.7%) of employed dentists reported having an adequate patient load during 1987.

Of all employed dentists, 16.1% reported that their practices operated a dental laboratory. Employed dentists had high utilization of composite light curing units (96.9%), ultrasonic or sonic scaling units (88.6%), automatic x-ray film processors (81.2%), and nitrous oxide analgesic equipment (67.2%). Under half (41.5%) reported that their practices used computer services; 83.8% of those used in-house systems.

> Note: The reader is cautioned that the category of employed dentists contains a low number of respondents. Consider this limitation when interpreting results.

GENERAL CHARACTERISTICS OF DENTISTS

DENTIST AGE AND REGION DISTRIBUTIONS

	GENERAL PRACTITIONER NUMBER	GENERAL PRACTITIONER PERCENT	SPECIALIST NUMBER	SPECIALIST PERCENT	ALL WEIGHTED NUMBER	ALL WEIGHTED PERCENT
AGE GROUP						
LESS THAN 30 YEARS	6	12.2%	1	16.7%	7	12.6%
30-34 YEARS	24	44.9	2	50.0	26	45.3
35-39 YEARS	9	16.3	0	0.0	9	15.0
40-44 YEARS	2	4.1	1	16.7	3	5.1
45-49 YEARS	1	2.0	0	0.0	1	1.9
50-54 YEARS	2	4.1	0	0.0	2	3.7
55-59 YEARS	3	6.1	0	0.0	3	5.6
60-64 YEARS	1	2.0	0	0.0	1	1.9
65 YEARS AND OLDER	4	8.2	1	16.7	5	8.9
REGION						
NEW ENGLAND	1	2.0	0	0.0	1	1.9
MIDDLE ATLANTIC	11	20.4	2	33.3	12	21.5
SOUTH ATLANTIC	11	20.4	0	0.0	11	18.7
EAST SOUTH CENTRAL	3	6.1	1	16.7	4	7.0
EAST NORTH CENTRAL	10	18.4	0	0.0	10	16.8
WEST NORTH CENTRAL	3	6.1	0	0.0	3	5.6
WEST SOUTH CENTRAL	3	6.1	2	33.3	5	8.4
MOUNTAIN	3	6.1	0	0.0	3	5.6
PACIFIC	7	14.3	1	16.7	8	14.5

SOURCE: AMERICAN DENTAL ASSOCIATION, SURVEY OF DENTAL PRACTICE.

GENERAL CHARACTERTISTICS OF DENTISTS

DENTIST GRADUATION YEAR DISTRIBUTION

	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
GRADUATION YEAR						
BEFORE 1965	11	20.4%	1	16.7%	11	20.1%
1965-1974	4	8.2	1	16.7	5	8.9
1975-1980	7	14.3	0	0.0	7	13.1
AFTER 1980	30	57.1	3	66.7	33	57.9
ALL	52	100.0	5	100.0	57	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

SIZE OF PRIVATE PRACTICE

	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
ONE OTHER DENTIST	59.2%	31	42.9%	2	57.6%	33
TWO OR MORE OTHER DENTISTS	40.8	21	57.1	3	42.4	25
ALL	100.0	52	100.0	6	100.0	58

MEAN HOURS SPENT IN PRACTICE

	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
WEEKS PER YEAR SPENT IN DENTAL OFFICE	47.7	49	46.7	7	47.6	56
HOURS PER WEEK SPENT IN DENTAL OFFICE	35.0	49	36.9	7	35.2	56
HOURS PER YEAR SPENT IN DENTAL OFFICE	1685.4	49	1772.9	7	1693.8	56
HOURS PER WEEK TREATING PATIENTS	31.4	49	33.6	7	31.6	56
HOURS PER YEAR TREATING PATIENTS	1510.1	49	1610.7	7	1519.7	56

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

GENERAL CHARACTERISTICS OF DENTISTS

MEAN AND MEDIAN AGE BY GENDER AND DENTIST TYPE

	GENERAL PRACTITIONER			SPECIALIST			ALL WEIGHTED		
	MEAN	MEDIAN	N	MEAN	MEDIAN	N	MEAN	MEDIAN	N
GENDER									
MALE	39.5	33.0	45	39.2	32	6	39.5	33.0	51
FEMALE	33.2	31.5	4	0.0	0	0	33.2	31.5	4
ALL WEIGHTED	39.0	33.0	49	39.2	32	6	37.3	39	55

MEAN PERCENTAGE OF TIME PER WEEK SPENT IN

	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
DIAGNOSTIC	10.5%	43	8.6%	7	10.3%	50
PREVENTIVE	9.1	43	0.3	7	8.2	50
OPERATIVE	35.8	43	6.0	7	32.6	50
PROSTHODONTIC	16.5	43	10.1	7	15.8	50
ENDODONTIC	11.7	43	11.4	7	11.7	50
PERIODONTIC	5.9	43	0.0	7	5.2	50
ORTHODONTIC	0.6	43	37.1	7	4.6	50
ORAL/MAXILLOFACIAL SURGERY	6.4	43	21.4	7	8.1	50
GENERAL SERVICES	3.4	43	5.0	7	3.6	50

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

GENERAL CHARACTERISTICS OF DENTISTS

PERCEIVED PERSONAL BUSYNESS IN THE PRIMARY PRACTICE

	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
TOO BUSY	4	9.1%	0	0.0%	4	8.1%
OVERWORKED	11	22.7	1	20.0	12	23.4
ENOUGH PATIENTS	12	27.3	2	40.0	14	27.4
NOT BUSY ENOUGH	2[illegible]	40.9	2	40.0	22	41.1
ALL	47	100.0	5	100.0	52	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

GENERAL CHARACTERISTICS OF DENTISTS — EMPLOYED DENTISTS

USE OF SPECIFIED FACILITIES AND EQUIPMENT

	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
PERCENTAGE OPERATING OWN DENTAL LAB	7	15.6%	1	33.3%	8	16.1%
PERCENTAGE UTILIZING						
COMPOSITE LIGHT CURING UNIT	48	100.0	2	67.7	50	96.9
HIGH SPEED AIR HAND PIECE WITH FIBER OPTICS	30	63.6	2	67.7	32	62.8
PANORAMIC X RAY UNIT	27	56.8	3	100.0	30	59.6
ULTRASONIC OR SONIC SCALING UNIT	44	91.1	1	33.3	45	88.6
ELECTROSURGICAL UNIT	24	48.9	1	33.3	25	49.0
NITROUS OXIDE ANALGESIC EQUIPMENT	32	66.7	1	33.3	34	67.2
MODULAR INSTRUMENT DELIVERY SYSTEM (WALL DIVIDER)	11	22.7	0	0.0	11	22.9
AUTOMATIC X RAY FILM PROCESSOR	38	80.0	4	100.0	42	81.2
AUTOCLAVABLE HANDPIECE	22	46.7	3	100.0	25	48.4
SCAVENGER SYSTEM FOR NITROUS OXIDE	19	40.0	3	100.0	22	42.2
INTRAORAL VIDEO CAMERA	4	8.9	0	0.0	4	8.3
LASER	0	0.0	0	0.0	0	0.0
BIOLOGICAL INDICATOR (SPORE TEST)	6	13.6	1	33.3	7	14.4

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

GENERAL CHARACTERISTICS OF DENTISTS

USE OF SPECIFIED FACILITIES AND EQUIPMENT

	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
UTILIZATION OF COMPUTER SERVICES						
YES	19	40.9%	2	66.7%	21	41.5%
IN HOUSE	15	82.4	2	100.0	17	83.8
OUTSIDE SERVICE	3	17.6	0	0.0	3	16.2
NO	28	59.1	1	33.3	29	58.5
TOTAL NUMBER OF OPERATORIES AND SQUARE FEET OF OFFICE SPACE	NUMBER	MEAN	NUMBER	MEAN	NUMBER	MEAN
OPERATORIES	45	6.0	4	6.8	49	6.1
FULLY EQUIPPED OPERATORIES	45	5.1	4	5.7	49	5.1
SQUARE FEET OF OFFICE SPACE	37	1796.2	4	2550.0	41	1852.4

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

EMPLOYED DENTISTS

GENERAL CHARACTERISTICS OF DENTISTS

LOCATION AND CHARACTERISTICS OF PRACTICE

	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
METROPOLITAN AREA WITH POPULATION GREATER THAN 500,000						
CENTRAL CITY LOCATION	5	10.6%	1	33.3%	6	12.0%
SUBURBAN LOCATION	13	27.7	1	33.3	14	28.0
METROPOLITAN AREA WITH POPULATION OF 100,000-500,000						
CENTRAL CITY LOCATION	6	12.8	0	0.0	6	12.0
SUBURBAN LOCATION	4	8.5	0	0.0	4	8.0
CITY WITH POPULATION OF 50,000-99,999	10	21.3	0	0.0	10	20.0
CITY WITH POPULATION OF 20,000-49,000	6	12.8	0	0.0	6	12.0
RURAL (POPULATION LESS THAN 20,000)	3	6.3	1	33.3	4	8.0
BUILDING DESCRIPTION						
HOME	2	4.2	1	33.3	3	5.9
PROFESSIONAL BUILDING	24	50.0	2	66.7	26	51.0
SHOPPING CENTER	7	14.6	0	0.0	7	13.7
OTHER COMMERCIAL BUILDING	15	31.2	0	0.0	15	29.4
PRIMARY PRACTICE CHARACTERIZATION						
RETAIL OR DRUG STORE	0	0.0	0	0.0	0	0.0
FRANCHISE (MARKETED UNDER A TRADE NAME)	4	9.1	0	0.0	4	8.5

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

DENTISTS GRADUATING SINCE 1980

Most dentists graduating since 1980 (87.5%) are under the age of 35, while 10.5% are between the ages of 35 and 39 years, and only 1.6% are 40 years of age or older.

The solo practice is the most prevalent practice size among recent graduates, with 52.7% working in a practice with no other dentist. About one-third (31.6%) practice with one other dentist, while even fewer (15.6%) work in a practice with two or more dentists.

The mean age of all dentists graduating since 1980 is 31.7 years. This figure is virtually the same for male and female practitioners. Male practitioners comprise 86.8% of recent graduates, while female practitioners account for 13.2%.

Dentists graduating since 1980 work, on average, 40.6 hours per week in the practice, 35.2 of which are spent treating patients. The average number of weeks worked per year is 48.9. On an annual basis, 1991.0 hours are spent in the practice while 1727.2 hours are spent treating patients (about 86.8%). Most (65.3%) dentists graduating since 1980 reported that they had at least an adequate number of patients in 1987.

Only 8.7% of dentists in this group reported that their practice operated a dental laboratory. Dentists graduating since 1980 had high utilization of composite light curing units (95.5%), ultarsonic or sonic scaling units (85.2%), automatic x-ray film processors (87.2%), and nitrous oxide analgesic equipment (67.4%). Almost one-third (31.8%) reported using computer services, 83.1% of whom used in-house systems.

GENERAL CHARACTERISTICS OF DENTISTS

DENTISTS GRADUATING SINCE 1980

DENTIST AGE AND REGION DISTRIBUTIONS

	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
AGE GROUP						
LESS THAN 30 YEARS	49	19.9%	4	18.5%	53	19.8%
30-34 YEARS	166	67.1	16	74.1	182	67.7
35-39 YEARS	27	10.8	2	7.4	28	10.5
40-44 YEARS	3	1.3	0	0	3	1.2
45-49 YEARS	1	0.4	0	0	1	0.4
REGION						
NEW ENGLAND	12	4.8	1	3.7	13	4.7
MIDDLE ATLANTIC	44	17.7	4	18.5	48	17.8
SOUTH ATLANTIC	48	19.5	3	14.8	51	19.1
EAST SOUTH CENTRAL	14	5.6	3	14.8	17	6.4
EAST NORTH CENTRAL	30	12.1	2	11.1	32	12.0
WEST NORTH CENTRAL	25	10.0	2	7.4	26	9.8
WEST SOUTH CENTRAL	26	10.4	2	11.1	28	10.4
MOUNTAIN	14	5.6	1	3.7	15	5.5
PACIFIC	35	14.3	3	14.8	38	14.3

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

GENERAL CHARACTERISTICS OF DENTISTS

DENTISTS GRADUATING SINCE 1980

SIZE OF PRIVATE PRACTICE

	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NO OTHER DENTISTS (SOLOS)	52.8%	130	51.9%	11	52.7%	142
ONE OTHER DENTIST	31.2	77	37.0	8	31.6	85
TWO OR MORE OTHER DENTISTS	16.0	40	11.1	2	15.6	42
ALL	100.0	247	100.0	21	100.0	268

MEAN HOURS SPENT IN PRACTICE

	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
WEEKS PER YEAR SPENT IN DENTAL OFFICE	48.9	231	49.3	27	48.9	258
HOURS PER WEEK SPENT IN DENTAL OFFICE	40.4	231	43.7	27	40.6	258
HOURS PER YEAR SPENT IN DENTAL OFFICE	1975.6	231	2167.6	27	1991.0	258
HOURS PER WEEK TREATING PATIENTS	35.4	231	33.3	27	35.2	258
HOURS PER YEAR TREATING PATIENTS	1734.1	231	1647.2	27	1727.2	258

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

MEAN AND MEDIAN AGE BY GENDER AND DENTIST TYPE

	GENERAL PRACTITIONER			SPECIALIST			ALL WEIGHTED		
	MEAN	MEDIAN	N	MEAN	MEDIAN	N	MEAN	MEDIAN	N
GENDER									
MALE	31.9	31	201	31.0	31	23	31.8	31	224
FEMALE	31.2	31	30	31.2	30	4	31.2	31	34
ALL WEIGHTED	31.8	31	231	31.1	31	27	31.7	31	258

MEAN PERCENTAGE OF TIME PER WEEK SPENT IN

	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
DIAGNOSTIC	1.8%	204	11.0%	25	11.7%	229
PREVENTIVE	12.5	204	7.8	25	12.1	229
OPERATIVE	31.7	204	9.6	25	29.9	229
PROSTHODONTIC	15.4	204	10.0	25	15.0	229
ENDODONTIC	10.8	204	1.3	25	10.0	229
PERIODONTIC	6.1	204	6.8	25	6.2	229
ORTHODONTIC	1.4	204	40.2	25	4.6	229
ORAL/MAXILLOFACIAL SURGERY	6.8	204	10.0	25	7.1	229
GENERAL SERVICES	3.6	204	3.3	25	3.5	229

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

PERCEIVED PERSONAL BUSYNESS IN THE PRIMARY PRACTICE

	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
TOO BUSY	18	8.1%	0	0.0%	18	7.5%
OVERWORKED	50	22.5	2	8.3	52	21.4
ENOUGH PATIENTS	79	35.4	9	50.0	88	36.5
NOT BUSY ENOUGH	76	34.0	8	41.7	84	34.6
ALL	223	100.0	19	100.0	242	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

GENERAL CHARACTERISTICS OF DENTISTS — DENTISTS GRADUATING SINCE 1980

USE OF SPECIFIED FACILITIES AND EQUIPMENT

	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
PERCENTAGE OPERATING OWN DENTAL LAB	17	7.6%	4	21.7%	21	8.7%
PERCENTAGE UTILIZING						
COMPOSITE LIGHT CURING UNIT	227	100.0	7	39.1	234	95.5
HIGH SPEED AIR HAND PIECE WITH FIBER OPTICS	164	72.2	6	34.8	170	69.4
PANORAMIC X RAY UNIT	110	48.6	13	69.6	123	50.2
ULTRASONIC OR SONIC SCALING UNIT	200	88.2	9	47.8	209	85.2
ELECTROSURGICAL UNIT	107	47.2	5	26.1	112	45.6
NITROUS OXIDE ANALGESIC EQUIPMENT	157	69.3	8	43.5	165	67.4
MODULAR INSTRUMENT DELIVERY SYSTEM (WALL DIVIDER)	59	26.7	4	21.7	63	26.3
AUTOMATIC X RAY FILM PROCESSOR	188	83.0	14	78.3	202	87.2
AUTOCLAVABLE HANDPIECE	141	62.3	10	52.2	151	61.5
SCAVENGER SYSTEM FOR NITROUS OXIDE	99	44.1	7	34.8	106	43.4
INTRAORAL VIDEO CAMERA	22	10.0	2	8.7	24	9.9
LASER	1	0.5	0	0.0	1	0.4
BIOLOGICAL INDICATOR (SPORE TEST)	48	21.7	3	17.4	51	21.4

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

GENERAL CHARACTERISTICS OF DENTISTS

DENTISTS GRADUATING SINCE 1980

USE OF SPECIFIED FACILITIES AND EQUIPMENT

	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
UTILIZATION OF COMPUTER SERVICES						
YES	71	31.6%	7	36.8%	78	31.8%
IN HOUSE	59	83.1	5	83.3	64	83.1
OUTSIDE SERVICE	12	16.9	1	16.7	13	16.9
NO	155	68.4	12	63.2	167	68.2
TOTAL NUMBER OF OPERATORIES AND SQUARE FEET OF OFFICE SPACE	NUMBER	MEAN	NUMBER	MEAN	NUMBER	MEAN
OPERATORIES	210	3.7	23	3.7	233	3.7
FULLY EQUIPPED OPERATORIES	210	3.1	22	3.1	232	3.1
SQUARE FEET OF OFFICE SPACE	197	1623.0	21	1995.2	218	1650.3

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

GENERAL CHARACTERISTICS OF DENTISTS DENTISTS GRADUATING SINCE 1980

LOCATION AND CHARACTERISTICS OF PRACTICE

	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
METROPOLITAN AREA WITH POPULATION GREATER THAN 500,000						
CENTRAL CITY LOCATION	21	9.4%	2	12.5%	23	9.6%
SUBURBAN LOCATION	49	22.0	3	18.8	52	21.8
METROPOLITAN AREA WITH POPULATION OF 100,000-500,000						
CENTRAL CITY LOCATION	17	7.6	2	12.5	19	7.9
SUBURBAN LOCATION	24	10.8	0	6.2	25	10.0
CITY WITH POPULATION OF 50,000-99,999	24	10.8	1	0.0	24	10.5
CITY WITH POPULATION OF 20,000-49,000	27	12.1	4	25.0	31	13.0
RURAL (POPULATION LESS THAN 20,000)	61	27.3	4	25.0	65	27.2
BUILDING DESCRIPTION						
HOME	18	8.0	1	5.6	19	7.8
PROFESSIONAL BUILDING	131	58.2	16	88.8	147	60.5
SHOPPING CENTER	24	10.7	0	0.0	24	9.9
OTHER COMMERCIAL BUILDING	52	23.1	1	5.6	53	21.8
PRIMARY PRACTICE CHARACTERIZATION						
RETAIL OR DRUG STORE	2	1.0	0	0.0	2	0.9
FRANCHISE (MARKETED UNDER A TRADE NAME)	7	3.4	0	0.0	7	3.1

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

SURVEY METHODOLOGY

The 1988 Survey of Dental Practice (SDP) was an updated version of the long-form 1985 SDP. This survey was sent to 4% of the dentists who were known to be actively engaged in the private practice of dentistry. The purpose of the survey is to provide reliable information on characteristics of the private practice of dentistry in the United States.

Sampling

The population consisted of 133,823 dentists who, based on the 1982 Distribution of Dentists, were known to be in private practice, even if only part-time.

The Distribution of Dentists is a dental census that is conducted periodically by the Bureau of Economic and Behavioral Research of the American Dental Association. Although the 1982 distribution was the most recent complete census at the time the sample was drawn, the sampling frame is updated periodically by adding information about recent graduations, retirements, and deaths when available. Dentists with an unknown practice type were included in the sampling frame.

The sample was ordered by type of practice (general practitioner or specialist). Within each type, the sample was sorted by dental school and graduation year. A random sample from each type of practice was selected. Since specialists comprise a small percentage of the dental population, it was necessary to oversample them to ensure adequate numbers for statistical analysis (i.e., the proportion of specialists sampled is higher than the actual percentage of specialists in the population). It should be noted that the sample was drawn in such a way as to make statements about general practitioners and specialists as a whole. For any given specialty, there may not have been enough dentists responding to make reliable statements about that individual specialty.

Data Collection

The 1988 SDP was initially mailed in April 1988. Two follow-up mailings to non-respondents occurred in May and June 1988. A telephone follow-up to non-respondents was conducted in July and August 1988. Coding, hand-editing, and computer processing were completed in October 1988. The final response rate was computed after the individuals who were either retired, disabled, deceased, not in private practice, or had unknown addresses were eliminated from the sample. The adjusted sample size was used to calculate the final response rate of 43.1%.

Weighting the Sample

Since the proportion of specialists in the sample is higher than the actual percentage in the dental population, it is necessary to account for this imbalance when making statements about the total dental population. This correction is accomplished by developing and applying a weighting factor to each sampled dentist.

Weights were calculated for general practitioners and specialists separately, by dividing the percentage of each in the population by the percentage in the sample. The proportion of general practitioners in the population is 80%, specialists, 20%. The percentage of general practitioners in the sample is 74.9%, of specialists, 25.1%.

The weights were computed as follows:

General Practitioner $.80/.749 = 1.068731$

Specialist $.20/.251 = 0.795392$

These weights were employed in the calculations of means and medians for cases in which general practitioners and specialists were combined (i.e., when statements were made about "all" solo or "all" independent dentists). The weights were also used when percentages of dentists in various categories were computed. In these cases, the totals as well as the percentages are weighted, making the totals smaller or larger than those for the actual sample.

DEFINITIONS

Definitions of several terms and phrases are provided in this section to assist with the interpretation of data contained in the tables in this and other reports. In general, the dentists included in this report were working in private practice as a primary occupation. In addition, all dentists had started in their current (i.e., 1987) practice prior to 1987.

All Dentists: This group of dentists contains all dentists responding to the survey, including those who are employed by a dentist or dental practice, rather than owning or sharing in the ownership of a practice.

Dental Practice Personnel (All Staff): This group includes dental hygienists, chairside assistants, dental laboratory technicians, secretary/receptionists, bookkeepers and business personnel. Dentists employed by the practice are **NOT** included.

Full-Time and Part-Time: For purposes of this report, full-time was defined as working in the practice at least 32 hours per week. Part-time was defined as working in the practice less than 32 hours per week.

Hourly Salary: The hourly salary reported is computed by dividing the weekly salary by the number of hours worked.

Independent Dentists: An independent dentist owns or shares in the ownership of a dental practice. This ownership status includes sole proprietors, partners, and those who are shareholders in an incorporated practice.

Mean: The mean is the simple average of values reported by the dentists responding to the survey. The mean is calculated by summing the values reported and then dividing the sum by the number of dentists responding to the question.

Mean Per Year: The mean per year is the average value reported for a year's period of time (e.g., mean number of appointments per year). The per year figures were determined by multiplying the per week values by the number of weeks worked that year.

Nonowner Dentists (Employed): A nonowner dentist may be employed in an incorporated or unincorporated dental practice on a salary, commission, percentage, or associate basis. A nonowner dentist may be an independent contractor, but he may not be a shareholder in an incorporated practice.

Nonsolo Dentists: Nonsolo dentists work in a dental practice with at least one other dentist. Some of these dentists may be employed by the owner dentists in the practice.

No-Shows: The total of patient no-shows is defined as the difference between the number of appointments scheduled and the number of scheduled visits treated. It was assumed that the number of scheduled visits treated was equal to or less than the number of appointments scheduled.

Regions: The following is a breakdown of the states in each region.

New England: CT, MA, ME, NH, RI, VT
Middle Atlantic: NJ, NY, PA
East North Central: IL, IN, MI, OH, WI
West North Central: IA, KS, MN, MO, ND, NE, SD
South Atlantic: DE, MD, DC, FL, GA, NC, SC, VA, WV
East South Central: AL, KY, MS, TN
West South Central: AR, LA, OK, TX
Mountain: AZ, CO, ID, MT, NV, NM, UT, WY
Pacific: AK, CA, HI, OR, WA

Scheduled Visits Treated: Scheduled appointments that were kept by the patients.

Solo Dentists: A solo dentist is the sole owner of the practice and is the only dentist working in the practice. The dentist may be either a sole proprietor or the sole shareholder in an incorporated practice. Solo dentists are a subset of independent dentists.

Total Patient Visits: Total patients visits is the sum of walk-in visits, emergency visits, and scheduled visits that were treated (i.e., excluding no-shows).

Weighting: Since specialists comprise a smaller percentage of the dental population, it was necessary to oversample them to insure adequate numbers for statistical analysis. The proportion of specialists in the sample is higher than the actual proportion of specialists in the total population of dentists. Please note that individual specialties were not oversampled, and, therefore, only statistics on specialists as a group are presented. Statistics computed for all dentists were weighted to reflect national proportions.

ADA

American
Dental
Association

211 East Chicago Avenue
Chicago, Illinois 60611
312 440-2500

1988 Survey of Dental Practice

Please answer all questions by **circling** the number corresponding to the most appropriate response except where a fill in the blank is requested

1 Which of the following best describes your **primary and/or secondary occupation(s)** during 1987? (Please circle one response for **each** column.)

	Primary Occupation	**Secondary Occupation**
a Private practice (full- or part-time)	00	00
b Dental school faculty/staff member	01	01
c Armed Forces	02	02
d Other federal services (e.g., VA, PHS)	03	03
e State or local government employed	04	04
f Hospital staff dentist	05	05
g Intern/resident	06	06
h Other student	07	07
i Other health/dental organization staff member (e.g., NIDR)	08	08
j Not in practice	09	09
k Retired	10	10
l Occupation unrelated to dentistry	11	11
m **No secondary occupation**	—	12

Please complete the remainder of this questionnaire if you were in **private practice** during any part of 1987. If you were **not involved** in the **private practice** of dentistry during **any part** of 1987, please return the questionnaire. Thank you.

Individual Dentist Questions

The following questions pertain to you as an individual private practitioner. If you changed practices (i.e., worked in more than one **primary practice** during 1987), please give information on the practice in which you treated patients for the greatest number of months.

2a. Were you **announcing yourself and practicing** as a specialist in an ADA recognized specialty area (dental public health, endodontics, oral and maxillofacial surgery, oral pathology, orthodontics, pediatric dentistry, periodontics, or prosthodontics) in your **primary practice** in 1987?

Yes	1
No (Skip to question 3.)	2

b Which **one** of the following specialties are you actively practicing?

Oral and maxillofacial surgery	10
Endodontics	15
Orthodontics	20
Pediatric dentistry	30
Periodontics	40
Prosthodontics	50
Oral pathology	60
Public health	82

3 In what year did you **first** become associated with the **primary practice** where you practiced during 1987? 19 ______

4 Which **one** of the following **best** describes your employment status when you **first** became associated with that practice?

a Sole proprietor (i.e., the only owner) in an unincorporated dental practice	1
b Partner in a complete or limited partnership	2
c Shareholder in an incorporated dental practice	3
d Employed in an incorporated dental practice on a salary, commission, percentage, or associate basis but not a shareholder	4
e Employed in an unincorporated dental practice on a salary, commission, percentage, or associate basis	5
f Independent contractor	6
g Other, please specify ______	

5 Which **one** of the following **best** describes your employment status in that practice during 1987?

a Sole proprietor (i.e., the only owner) in an unincorporated dental practice	1
b Partner in a complete or limited partnership	2
c Shareholder in an incorporated dental practice	3
d Employed in an incorporated dental practice on a salary, commission, percentage, or associate basis but not a shareholder	4
e Employed in an unincorporated dental practice on a salary, commission, percentage, or associate basis	5
f Independent contractor	6
g Other, please specify ______	

6 Please answer the following about the time **you personally** spent in your primary practice during 1987

a Total number of weeks worked (excluding vacation)	______ weeks
b Total number of **hours per week** spent in the practice	______ hours per week
c Number of hours per week spent **treating patients** in the practice	______ hours per week
d Estimate the average scheduled length of an appointment in 1987	______ minutes

e During a typical week, what percentage of your **time treating patients** in the **primary practice** was devoted to each of the following procedures? (If none, enter zero.)

	Percentage of Time Per Week
Diagnostic (exams, x-rays, etc.)	______ %
Preventive (fluoride treatments, prophylaxis, patient education, pit and fissure sealants, etc.)	______ %
Operative (restoration, amalgams, inlays, etc.)	______ %
Prosthodontic	______ %
Endodontic	______ %
Periodontic	______ %
Orthodontic	______ %
Oral and maxillofacial surgery	______ %
General services (anesthesia, patient management, counseling, miscellaneous)	______ %
Total	**100%**

7 The following represent possible contractual agreements with third parties. Indicate if **any** apply to you in your practice by estimating the percentage of patients involved in each. Enter a zero if the category does not apply.

	Percentage of Patients
a Service benefit plan participating agreement (e.g., Delta Dental Plan or Blue Cross and Blue Shield with participating agreement)	________ %
b Capitation (e.g., Prudential DMO, Safeguard Health Plans, CIGNA Dental Health)	________ %
c Fee schedule agreement (e.g., agreement with any insurance company that is contracting with Insurance Dentists of America)	________ %
d Straight risk pool (e.g., Individual Practice Association Program)	________ %
e Capitation-risk pool combination (e.g., Delta Dental Pacesetter Program)	________ %
f Discount of usual fees agreement (e.g., Aetna Fast Track Program)	________ %
g Other contractual agreement	________ %

8 During the entire year of 1987 indicate the **total** number of **patients you treated** in the **primary practice.** (This number should be different than the total number of appointments below.) ________ total patients

9 Please indicate the following regarding patient care that **you personally** provided in the **primary practice** during 1987.

The average number of:

a **Appointments scheduled** per week (**excluding** those with hygienist appointments only) ________ appointments per week

b **Walk-in visits** per week that **you** treated (i.e., non-emergency and no appointment scheduled) If none, enter zero. ________ visits per week

c **Emergency visits** per week that **you** treated (i.e., no appointments scheduled) If none, enter zero. ________ visits per week

d **Scheduled visits** per week that **you actually** treated (**excluding** those with hygienist appointments only) ________ visits per week

10 During a typical week, approximately what percentage of your time treating patients in your **primary practice** was devoted to implant services? (If none, enter zero) ________ %

11 Which **one** of the following best describes **you** in your **primary practice** during 1987?

	Busyness
a Too busy to treat all people requesting appointments	1
b Provided care to all who requested appointments but was overworked	2
c Provided care to all who requested appointments and was not overworked	3
d Not busy enough, could have treated more patients	4

Entire Primary Practice Characteristics

12 What was the zip code of your **primary practice** during 1987? ________ zip code

13 **Including yourself,** please indicate the number of full- or part-time **dentist positions** in the **entire primary practice** during 1987. (If none, enter zero.)

	Number of Dentist Positions
a Number of **owner** dentists (i.e., sole proprietor, partners, or shareholders)	________
b Number of **non-owner** dentists (i.e., employed dentists, associates and non-shareholders) If none, enter zero	________

14 **Including yourself,** please indicate the number of full- and part-time **dentist positions** in each of the following practice areas in the **primary practice** during 1987.

	Number of Dentist Positions	
	full-time	**part-time**
a General practice	______	______
b Oral and maxillofacial surgery	______	______
c Endodontics	______	______
d Orthodontics	______	______
e Pediatric dentistry	______	______
f Periodontics	______	______
g Prosthodontics	______	______
h Oral pathology	______	______
i Public health	______	______
j Other, please specify ________	______	______

15 Please indicate the number of full-time (32 hours per week or more) and part-time (less than 32 hours per week) **employee positions** in the **primary practice** during 1987. (If none, enter zero.)

	Number of Employee Positions	
	full-time	**part-time**
a Dental hygienist(s)	______	______
b Chairside assistant(s)	______	______
c Secretary/receptionist(s)*	______	______
d Dental laboratory technician(s)	______	______
e Bookkeeper, business personnel	______	______
f Other, please specify ________	______	______

***Note:** A secretary or receptionist who also provides chairside assistance at least 50% of the time should be counted as a chairside assistant.

16 For the **entire primary practice,** indicate the number of chairside assistants (full- and part-time) employed in 1987 who received formal training in a structured program.

a Full-time ________

b Part-time ________

17 Please provide the following regarding all dental hygienist(s) appointments and visits in the **entire primary practice** during 1987. (If no hygienists were employed, skip to question 19.)

The average number of:	**Dental Hygienist(s)**
a **Appointments scheduled** per week primarily for hygienist(s) treatment	________ appointments per week
b **Scheduled visits** per week that were actually treated by all hygienist(s)	________ visits per week

18 Please provide the following for **each dental hygienist** in the **entire primary practice** during 1987. If the practice did not employ someone in these positions, please check the appropriate box.

	Not Applicable (Please check box.)	Annual Salary/ Commission (in dollars)	Weeks Worked per Year	Hours Worked per Week	Length of Experience Prior to Employment in this Practice		Length of Employment in this Practice	
		per year	weeks	hours	years	months	years	months
Dental Hygienist(s):								
Position #1	☐	$						
Position #2	☐	$						
Position #3	☐	$						
Position #4	☐	$						

19 Please provide the following for **each employee** in the **entire primary practice** during 1987. If the practice did not employ someone in these positions, please check the appropriate box.

	Not Applicable (Please check box.)	Weekly Salary (in dollars)	Hours Worked per Week	Length of Experience Prior to Employment in this Practice		Length of Employment in this Practice	
		per week	hours	years	months	years	months
Chairside Assistant(s):							
Position #1	☐	$					
Position #2	☐	$					
Position #3	☐	$					
Position #4	☐	$					
Position #5	☐	$					
Secretary/Receptionist(s):							
Position #1	☐	$					
Position #2	☐	$					
Position #3	☐	$					
Dental Laboratory Technician(s):							
Position #1	☐	$					
Position #2	☐	$					
Bookkeeping/Business Personnel:							
Position #1	☐	$					
Position #2	☐	$					

Please use the following space to provide information for **all personnel not included above in questions 18 and 19.**

	$					
	$					
	$					
	$					
	per week	hours	years	months	years	months

20 For the **entire primary practice** in 1987 please indicate the following regarding the employment of auxiliary staff (If none enter zero.)

	Dental Hygienists	**Chairside Assistants**
a Number of open positions		
filled in 1987	______	______
unfilled in 1987	______	______
b Average number of weeks position(s) was open	______	______

21 What is the estimated starting salary in your **primary practice** for the following auxiliary positions with no prior experience?

	Starting Salary
a Dental hygienist	$ ______ /hour
b Chairside assistant	$ ______ /hour

22 In the **primary practice** during 1987 indicate whether or not and to whom the following benefits were offered (If the practice did not offer the benefit please check the appropriate box.)

	Not Offered	**Dental Hygienist(s)**	**Chairside Assistant(s)**	**Dental Laboratory Technician(s)**	**Secretary/ Receptionist(s)**
a Medical insurance	☐	1	2	3	4
b Dental insurance (or reduced costs)	☐	1	2	3	4
c Separate malpractice insurance	☐	1	2	3	4
d Life insurance	☐	1	2	3	4
e Profit sharing	☐	1	2	3	4
f Pension plan	☐	1	2	3	4
g Paid sick leave	☐	1	2	3	4
h Paid vacation days	☐	1	2	3	4
i Reimbursement for professional organization dues	☐	1	2	3	4
j Reimbursement for continuing education courses	☐	1	2	3	4
k Incentive program					
percent of total production	☐	1	2	3	4
percent of production above certain limits	☐	1	2	3	4
set bonus if budgeted goals are met	☐	1	2	3	4
l Other, please specify ______________					

23 Which of the following personnel in your **primary practice** use gloves, mask, protective eyewear or gowns when working with all or selected patients?

	Gloves			**Mask**			**Protective Eyewear**			**Protective Gowns**		
	all	**some patients**	**none**	**all**	**some patients**	**none**	**all**	**some patients**	**none**	**all**	**some patients**	**none**
a Dentist (self)	1	2	3	1	2	3	1	2	3	1	2	3
b Dental hygienist(s)	1	2	3	1	2	3	1	2	3	1	2	3
c Chairside assistant(s)	1	2	3	1	2	3	1	2	3	1	2	3
d Other, please specify ______	1	2	3	1	2	3	1	2	3	1	2	3

24 Approximately how long have **you personally** used the following barrier techniques?

	Number of Years	**Number of Months**	**Do not use (Check box.)**
a Gloves	______	______	☐
b Mask	______	______	☐
c Protective eyewear	______	______	☐
d Protective gowns	______	______	☐

25 If **you** wear gloves do you change them after every patient?

Yes	1
No	2
Not applicable	3

26a Did the **primary practice** utilize computer processing services during 1987?

Yes	1
No (Skip to question 27.)	2

b Were these computer services provided by an

In-house computer?	1
Outside computer service? (Skip to question 26d.)	2
Other, please specify ____________	

c Who was the primary user of the computer system?

Dentist(s)	1
Secretary/receptionist(s)	2
Bookkeeping/business personnel	3
Other, please specify ____________	

d For which of the following functions was a computer utilized? (Please circle as many as apply.)

Patient accounting and billing	1
Maintaining expense records	2
Processing insurance forms	3
Maintaining treatment records	4
Diagnosis and monitoring of treatment	5
Scheduling patients	6
Office newsletters	7
Form letters	8
Other, please specify ____________	—

e Which of the following was most important in your choice of a computer?

Price	1
Service/support	2
Training	3
Hardware	4
Software	5
Other, please specify ____________	—

f How were you introduced to your computer?

Advertisement	1
Trade show	2
Mailing	3
Telephone call	4
Other, please specify ____________	

g If given the opportunity, would you purchase the same computer system again?

Yes	1
No	2

h Is your computer

Single user?	1
Multi user?	2

i If given the opportunity to purchase another computer system, which of the following would be most important to you?

Price	1
Service/support	2
Training	3
Hardware	4
Software	5
Other, please specify ____________	—

27 In the **entire primary practice** during 1987

a. What was the total number of operatories? ____________ operatories

b. How many of these were fully-equipped operatories (i.e., where a dentist can perform at least restorative dentistry)? ____________ operatories

c. What was the total square feet of office space? ____________ square feet

28 Did the **primary practice** operate its own dental laboratory during 1987?

Yes	1
No	2

29 Were any of the following items of equipment utilized by the **primary practice** during 1987?

	Yes	**No**
a. Composite light curing unit	1	2
b. High speed air handpiece with fiber optics	1	2
c. Panoramic x-ray unit	1	2
d. Ultrasonic or sonic scaling unit	1	2
e. Electrosurgical unit	1	2
f. Nitrous oxide analgesic equipment	1	2
g. Modular instrument delivery system (wall divider)	1	2
h. Automatic x-ray film processor	1	2
i. Autoclavable handpiece	1	2
j. Scavenger system for nitrous oxide	1	2
k. Intraoral video camera	1	2
l. Laser	1	2
m. Biological indicator (spore test)	1	2

30 Which of the following **best** describes your **primary practice** location during 1987?

a. Metropolitan area with a population greater than 500,000	
central city location	1
suburban location	2
b. Metropolitan area with a population between 100,000 and 500,000	
central city location	3
suburban location	4
c. City of 50,000-99,999 population	5
d. City of 20,000-49,999 population	6
e. Rural (less than 20,000 population)	7

31 Which of the following **best** describes the building where the **primary practice** was located during 1987?

a. Home	1
b. Professional building	2
c. Shopping center	3
d. Other commercial building	4

32 Do either of the following characterize your **primary practice** where you worked in 1987?

	Yes	**No**
a. Retail or drug store facility	1	2
b. Franchise (practice marketed under a trade name)	1	2

33 a In 1987, was your **primary practice** located in more than one office?

Yes	1
No (Skip to question 34.)	2

b If yes, indicate the number of offices associated with your **primary practice** ____________

If you were a solo practitioner during 1987 please skip to question 36

34 Please indicate the following regarding patient care by the **entire primary practice** during 1987

The average number of:

	Entire Practice
a **Appointments scheduled** per week (**excluding** those with hygienist appointments only)	______ appointments per week
b **Walk-in visits** per week that were treated (i.e. non-emergency and no appointment scheduled) If none, enter zero	______ visits per week
c **Emergency visits** per week (i.e. no appointment scheduled) If none, enter zero	______ visits per week
d **Scheduled visits** per week that were **actually** treated (**excluding** those with hygienist appointments only)	______ visits per week

35 During the entire year of 1987 indicate the **total** number of **patients** treated by the **primary practice.** (This number should be different than your total number of appointments above.) ______ total patients

36 Approximately what percentage of the **entire practice's** yearly patients are received on a referral basis from another practice, dentist or physician? ______%

37a During a typical month, about how many **new patients** were treated in the **entire primary practice** where you practiced in 1987? (If none, enter zero and skip to question 38.) ______ new patients per month

b For 1987, please indicate the percentage of **new patients** from the following sources. (If none, enter zero.)

	Entire Practice Sources of New Patients
Other dentists	
General practitioners	______%
Specialists	______%
Patients	______%
Dental referral service	______%
Other professionals (e.g., M.D.s)	______%
Direct mail or commercial advertising (TV, radio, newspaper, etc.)	______%
Capitation/closed panel contracts	______%
Other, please specify ______	______%
Total	100%

38 For the **entire primary practice** during 1987, how long did an average patient of record and average new patient have to **wait:**

	Entire Practice Waiting Time patient of record	**Entire Practice Waiting Time** new patient
a For the **initial appointment** of a series (excluding emergency cases)?	______ days	______ days
b To see a dentist **after** the patient arrived for a **scheduled appointment?**	______ minutes	______ minutes

39 Of the 52 weeks in 1987, how many weeks was the **primary practice** scheduled to be open (not including emergency cases) to provide care to patients? ______ weeks

40 Approximately what percentage of the patients who visited the primary practice:

	Entire Practice Patient Characteristics
a. were:	
14 years of age or younger?	______%
15 to 64 years of age?	______%
65 years of age or older?	______%
Total	100%
b. were members of families whose annual income is estimated to be:	
under $10,000?	______%
$10,000 to 29,999?	______%
$30,000 or more?	______%
Total	100%
c. were:	
covered by a private insurance program that pays or partially pays for their dental care?	______%
covered by a public assistance program that pays or partially pays for their dental care?	______%
not covered by an insurance program?	______%
Total	100%
d. were:	
male?	______%
female?	______%
Total	100%
e. were physically handicapped and/or mentally handicapped?	______%
f. were members of a racial minority?	______%

41. Please indicate the percentage of patients who travelled various distances (from work or home) to your **primary practice** office.

a. Patients close (within walking distance or within 1-10 minute drive or transportation)	______%
b. Patients within 11-39 minutes drive or transportation	______%
c. Patients within 40 or more minute drive or transportation	______%
Total	100%

42 For each of the dental procedures listed below, indicate the usual fee the **entire primary practice** charged during 1987. (If you usually provided the procedure free of charge, enter zero in the appropriate blank. If the procedure is not routinely performed, check the appropriate box.) Please do not report ranges.

	Not Done	Usual Fee
a. Periodic oral examination (excluding radiographs)	☐	$
b. Bitewing radiographs, for films	☐	$
c. Dental prophylaxis, for adults	☐	$
d. Pit and fissure sealant, per tooth	☐	$
e. Topical fluoride treatment (including prophylaxis), child	☐	$
f. Amalgam restoration, one surface, permanent (including polishing)	☐	$
g. Fixed unilateral space maintainer restoration	☐ ☐	$ $
i. Root canal therapy—molar (includes treatment plan, clinical procedures, and follow-up care, excluding final restoration), one canal	☐	$
j. Periodontal scaling and root planing—per quadrant	☐	$
k. Complete upper acrylic-base denture, including six-months post-delivery care	☐	$
l. Extraction (including local anesthesia and post-operative care), single tooth	☐	$

43 What was **your** 1987 net income (after practice expenses and business taxes) from: (Please include salary, commission and/or dividends.)

	Net Income
a. Your primary practice?	$
b. Your secondary practice (if applicable)?	$
c. Other income from dentistry (i.e., teaching, research, other practice, etc.)?	$

44 In the **entire primary practice,** what was the total amount of fees charged for the dental care provided during 1987 (annual billing)? $

45 What percentage of the **gross receipts** were received: (If none, enter zero.)

	Gross Receipts
a. As direct patient payment?	%
b. As payment from government programs (e.g., Medicare, Medicaid, or other public insurance)?	%
c. As direct payment from private insurance carriers?	%
d. From other sources of payment? Please specify ____________	%
Total	**100%**

46 During 1987, were any of the expenses of the **entire primary practice** (dental facilities or staff) shared with other dentists?

Yes 1
No 2

If you shared expenses (dental facilities or staff) with any other practices, please report **only your entire primary practice's** share of the expenses.

47 For each item below, what were the **total professional expenses** for the **entire primary practice** during 1987? (If no expenses were incurred for specific items, please enter zero.)

	Expenses
a. Yearly rent	$
b. Yearly mortgage (including interest)	$
c. Total salaries, wages and commissions of non-dentist employees	$
d. Total salaries, wages and commissions of employed dentists (**exclude** salaries of owner dentists or shareholders of incorporated practices)	$
e. Total salaries, wages and commissions of officers/shareholder dentists (**for incorporated practices only**)	$
f. Employee benefits of personnel, not included in salaries, (e.g., insurance, pensions, etc.)	$
g. General office supplies	$
h. Dental supplies	$
i. Commercial dental laboratory charges	$
j. Advertising expenses	$
k. Annual depreciation costs of dental and office equipment	$
l. Taxes on business and business property	$
m. Repairs of dental or office equipment	$
n. Insurance related to dental office (liability, fire, etc.)	$
o. Legal and professional fees	$
p. Professional liability (malpractice insurance)	$
q. Interest on business indebtedness (excluding mortgage)	$
r. Drugs	$
s. Utilities (telephone, electricity, etc.)	$
t. Professional expenses (travel to meetings, society dues, etc.)	$
u. Bad debts	$
v. Other, please specify ____________	$
w. **Total Professional Expenses**	$

Thank you for your assistance in this important research project. Please return this questionnaire by folding and placing tape as indicated. Drop it in the mail, postage is paid.

A1475-11.2

ADA
American
Dental
Association

211 East Chicago Avenue
Chicago, Illinois 60611

The Bureau of Economic and
Behavioral Research

The 1988 Survey of Dental Practice

Employment Status of Dentists

TABLE OF CONTENTS
EMPLOYMENT STATUS OF DENTISTS
FOR THE YEAR 1987

PAGE

HIGHLIGHTS.. 1

INTRODUCTION.. 2

ALL DENTISTS.. 3

INDEPENDENT DENTISTS................................ 7

SOLO DENTISTS....................................... 10

EMPLOYED DENTISTS................................... 13

DENTISTS GRADUATING SINCE 1980...................... 16

METHODOLOGY... 20

DEFINITIONS... 22

APPENDIX: THE 1988 SURVEY OF DENTAL PRACTICE QUESTIONNAIRE.......................... 24

HIGHLIGHTS

- Among all dentists who worked in private practice as a primary occupation, 94.4% were owners or part-owners in their current primary practices.

- For all dentists, sole proprietorship is the predominant form of dental practice ownership (57.1%). This holds true for general practitioners, of whom 61.8% are currently sole proprietors. In the case of specialists, however, there is a greater tendency to be a shareholder in an incorporated practice (50.1%) rather than a sole proprietor (38.7%).

- Among all dentists who began in their current primary practice as nonowners in an incorporated or unincorporated dental practice on a salary, commission, percentage, or associate basis, 69.2% are currently owners or part-owners of their dental practices.

- Of all current nonowner dentists, 17.9% started in their current primary practices as owners. Most current nonowners (78.3%), however, began as associates in incorporated or unincorporated practices.

- Among all dentists graduating after 1980, the percentage of dentists practicing as sole proprietors (57.4%) is higher than the percentage of dentists who started their current practices as sole proprietors (48.5%).

INTRODUCTION

This report provides descriptive statistics from the 1988 Survey of Dental Practice on the employment status of private practitioners in the United States for the year 1987. Some of the areas summarized are: initial ownership status of current primary practice, current ownership status in primary practice, and the changes in these two.

Tables are presented separately for all dentists (private practitioners), independent (owner) dentists, solo dentists, nonowner dentists, and dentists graduating since 1980. Each section is preceded by a brief summary citing statistics on all responding dentists in a given category. The tables present detailed data for general practitioners and specialtists, for each of the five categories.

ALL DENTISTS

Most dentists started in their current primary practices as owners (84.3%) acting as sole proprietor, partner, or shareholder in an incorporated practice. Sole proprietorship was the most common form of dental practice ownership, representing 71.7% of all dentists, 72.8% of all general practitioners, and 67.6% of all specialists.

Most dentists (94.4%) share in the ownership of their current primary practice or are the sole owners of their practices.

Currently among all dentists, sole proprietorship remains the predominant form of dental practice ownership, represented by 57.1% of this sample. Most general practitioners are sole proprietors (61.8%), while most specialists (50.1%) are shareholders in an incorporated practice. Fewer specialists (38.7%) are sole proprietors.

Among all dentists who began in their current primary practices as nonowners, 69.2% became owners or part-owners; 29.8% became sole proprietors, 26.4% became shareholders in an incorporated practice, and the remaining 13.0% became partners.

EMPLOYMENT STATUS OF DENTISTS

DENTISTS WHO STARTED IN THEIR CURRENT PRACTICE AS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL	
	WEIGHTED		WEIGHTED		WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
TYPE OF DENTIST						
SOLE PROPRIETOR	1119	72.8	263	67.6	1382	71.7
PARTNER	102	6.6	27	7.0	129	6.7
SHAREHOLDER - INCORPORATED	75	4.9	39	10.0	114	5.9
NONSHAREHOLDER - INCORPORATED	88	5.7	31	8.0	119	6.2
EMPLOYED, ASSOCIATE - UNINCORPORATED	87	5.6	17	4.3	103	5.4
INDEPENDENT CONTRACTOR	68	4.4	12	3.1	80	4.3
ALL	1538	100.0	389	100.0	1927	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

EMPLOYMENT STATUS OF DENTISTS

ALL DENTISTS

DENTISTS CURRENTLY PRACTICING AS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL	
	WEIGHTED		WEIGHTED		WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
TYPE OF DENTIST						
SOLE PROPRIETOR	951	61.8	150	37.7	1101	57.1
PARTNER	112	7.3	29	7.6	142	7.4
SHAREHOLDER - INCORPORATED	382	24.8	195	50.1	576	29.9
NONSHAREHOLDER - INCORPORATED	36	2.4	5	1.2	41	2.1
EMPLOYED, ASSOCIATE - UNINCORPORATED	16	1.0	1	0.2	17	0.9
INDEPENDENT CONTRACTOR	41	2.6	9	2.2	49	2.6
ALL	1538	100.0	389	100.0	1927	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

EMPLOYMENT STATUS OF DENTISTS

DENTISTS BEGINNING AS PRACTICE NONOWNERS AND CURRENTLY ARE

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL	
	WEIGHTED		WEIGHTED		WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
TYPE OF DENTIST						
SOLE PROPRIETOR	79	32.6	11	18.7	90	29.8
PARTNER	29	11.9	10	17.3	39	13.0
SHAREHOLDER - INCORPORATED	53	22.0	26	44.0	80	26.4
NONSHAREHOLDER - INCORPORATED	30	12.3	4	6.7	34	11.2
EMPLOYED, ASSOCIATE - UNINCORPORATED	13	5.3	1	1.3	14	4.5
INDEPENDENT CONTRACTOR	38	15.9	7	12.0	46	15.1
ALL	243	100.0	60	100.0	305	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

INDEPENDENT DENTISTS

Of all independent dentists, 88.6% started in their current primary practices as owners, acting as sole proprietor, partner, or shareholder in an incorporated practice. Sole proprietorship was the most common form of dental practice ownership; 75.3% of all independent dentists, 76.7% of all independent general practitioners, and 69.9% of all independent specialists were sole proprietors.

Currently among all independent dentists, sole proprietorship is still the predominant form of dental practice ownership (60.5%). Independent general practitioners tend to be sole proprietors (65.8%), while the majority of independent specialists are shareholders in an incorporated practice (52.0%). Fewer independent specialists (40.1%) are currently sole proprietors.

Among independent dentists who began in their current primary practices as nonowners, specialists are more likely to become shareholders (60.3%). General practitioners tend to choose sole proprietorships (55.6%).

DENTISTS WHO STARTED IN THEIR CURRENT PRACTICE AS

	TYPE OF DENTIST				ALL	
	GENERAL PRACTITIONER		SPECIALIST			
	WEIGHTED		WEIGHTED		WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
TYPE OF DENTIST						
SOLE PROPRIETOR	1108	76.7	262	69.9	1370	75.3
PARTNER	100	7.0	26	7.0	127	7.0
SHAREHOLDER - INCORPORATED	75	5.2	39	10.4	114	6.3
NONSHAREHOLDER - INCORPORATED	60	4.1	27	7.2	87	4.8
EMPLOYED, ASSOCIATE - UNINCORPORATED	65	4.5	16	4.2	81	4.5
INDEPENDENT CONTRACTOR	36	2.5	5	1.3	41	2.3
ALL	1445	100.0	375	100.0	1820	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

EMPLOYMENT STATUS OF DENTISTS

DENTISTS CURRENTLY PRACTICING AS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL	
	WEIGHTED		WEIGHTED		WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
TYPE OF DENTIST						
SOLE PROPRIETOR	951	65.8	150	40.1	1101	60.5
PARTNER	112	7.8	29	7.9	142	7.8
SHAREHOLDER - INCORPORATED	382	26.4	195	52.0	576	31.7
ALL	1445	100.0	375	100.0	1820	100.0

DENTISTS BEGINNING AS PRACTICE NONOWNERS AND CURRENTLY ARE

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL	
	WEIGHTED		WEIGHTED		WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
TYPE OF DENTIST						
SOLE PROPRIETOR	89	55.6	9	19.2	98	47.3
PARTNER	26	16.2	10	20.5	36	17.2
SHAREHOLDER - INCORPORATED	45	28.2	29	60.3	74	35.5
ALL	160	100.0	47	100.0	208	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

SOLO DENTISTS

Of all solo dentists, 93.0% started in their current primary practices as owners, acting as sole proprietor, partner, or shareholder in an incorporated practice. Sole proprietorship was the most common form of dental practice ownership, 84.8% for all solo dentists, 85.8% for all solo general practitioners, 80.9% for all solo specialists.

Currently among all solo dentists, sole proprietorship is still the predominant form of dental practice ownership (71.8%). Both solo general practitioners and solo specialists tend to be sole proprietors, 76.7% and 51.7%, respectively. However, a large proportion of the solo specialists are shareholders in an incorporated practice (48.3%).

Among all solo dentists who began in their current primary practices as nonowners, there is a tendency for solo specialists to become shareholders in an incorporated practice (55.6%). Independent general practitioners tend to favor sole proprietorships (70.9%).

EMPLOYMENT STATUS OF DENTISTS - SOLO DENTISTS

DENTISTS WHO STARTED IN THEIR CURRENT PRACTICE AS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL	
	WEIGHTED		WEIGHTED		WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
TYPE OF DENTIST						
SOLE PROPRIETOR	927	85.8	209	80.9	1136	84.8
PARTNER	32	3.0	12	4.6	44	3.3
SHAREHOLDER - INCORPORATED	44	4.1	21	8.3	65	4.9
NONSHAREHOLDER - INCORPORATED	28	2.6	8	3.1	36	2.7
EMPLOYED, ASSOCIATE - UNINCORPORATED	31	2.9	6	2.5	37	2.8
INDEPENDENT CONTRACTOR	19	1.8	2	0.6	21	1.6
ALL	1080	100.0	259	100.0	166[illegible]	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

EMPLOYMENT STATUS OF DENTISTS

DENTISTS CURRENTLY PRACTICING AS

	TYPE OF DENTIST				ALL	
	GENERAL PRACTITIONER		SPECIALIST			
	WEIGHTED		WEIGHTED		WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
TYPE OF DENTIST						
SOLE PROPRIETOR	828	76.7	134	51.7	962	71.8
SHAREHOLDER - INCORPORATED	252	23.3	125	48.3	377	28.2
ALL	1080	100.0	259	100.0	1339	100.0

DENTISTS BEGINNING AS PRACTICE NONOWNERS AND CURRENTLY ARE

	TYPE OF DENTIST				ALL	
	GENERAL PRACTITIONER		SPECIALIST			
	WEIGHTED		WEIGHTED		WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
TYPE OF DENTIST						
SOLE PROPRIETOR	42	70.9	6	44.4	48	65.7
SHAREHOLDER - INCORPORATED	17	29.1	8	55.6	25	34.3
ALL	59	100.0	14	100.0	73	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

EMPLOYED DENTISTS

Of all current nonowner dentists, 17.9% started in their current primary practices as owners, acting as sole proprietor or partner in an incorporated practice. Most (78.3%) nonowner dentists began in their current primary practice employed by an incorporated (49.3%) or unincorporated (29.0%) dental practice on a salary, commission, percentage or associate basis.

Currently among all nonowner dentists, employment by an incorporated practice is still the predominant form of dental practice employment (71.0%).

Note that the following tables for employed dentists contain a low number of respondents; this limitation should be considered when interpreting these results.

EMPLOYMENT STATUS OF DENTISTS

DENTISTS WHO STARTED IN THEIR CURRENT PRACTICE AS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL	
	WEIGHTED		WEIGHTED		WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
TYPE OF DENTIST						
SOLE PROPRIETOR	9	16.3	1	14.3	9	16.1
PARTNER	1	2.0	0	0	1	1.8
NONSHAREHOLDER - INCORPORATED	25	46.9	4	71.4	29	49.3
EMPLOYED, ASSOCIATE - UNINCORPORATED	16	30.6	1	14.3	17	29.0
INDEPENDENT CONTRACTOR	2	4.1	0	0	2	3.7
ALL	52	100.0	6	100.0	58	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

EMPLOYMENT STATUS OF DENTISTS

DENTISTS CURRENTLY PRACTICING AS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL	
	WEIGHTED		WEIGHTED		WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
TYPE OF DENTIST						
NONSHAREHOLDER - INCORPORATED	36	69.4	5	85.7	41	71.0
EMPLOYED, ASSOCIATE - UNINCORPORATED	16	30.6	1	14.3	17	29.0
ALL	103	100.0	6	100.0	58	100.0

DENTISTS BEGINNING AS PRACTICE NONOWNERS AND CURRENTLY ARE

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL	
	WEIGHTED		WEIGHTED		WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
TYPE OF DENTIST						
NONSHAREHOLDER - INCORPORATED	29	71.1	4	83.3	33	72.3
EMPLOYED, ASSOCIATE - UNINCORPORATED	12	28.9	1	16.7	13	27.7
ALL	41	100.0	5	100.0	45	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

DENTISTS GRADUATING SINCE 1980

Most dentists graduating since 1980 began in their current primary practices as owners (62.3%). Sole proprietorship was the most common form of dental practice ownership for both general practitioners (48.5%) and specialists (48.1%).

Currently, among all dentists graduating after 1980, the percentage of dentists practicing as sole proprietors (57.4%) is higher than the percentage of dentists who started in their current practices as sole proprietors (48.5%). In comparison, among all dentists, the percentage of sole proprietors is currently 14.6 percentage points lower than the percentage of dentists who started as sole proprietors. Among all dentists graduating since 1980, sole proprietorship shows the most rapid growth with an increase of 8.9 percentage points. The second most rapidly growing type of ownership is that of shareholders in an incorporated practice, rising 5.3 points from 4.9% of initial ownership to 10.2% of current ownership.

EMPLOYMENT STATUS OF DENTISTS

DENTISTS GRADUATING SINCE 1980

DENTISTS WHO STARTED IN THEIR CURRENT PRACTICE AS

	TYPE OF DENTIST				ALL	
	GENERAL PRACTITIONER		SPECIALIST			
	WEIGHTED		WEIGHTED		WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
TYPE OF DENTIST						
SOLE PROPRIETOR	120	48.5	10	48.1	130	48.5
PARTNER	21	8.7	2	11.1	24	8.9
SHAREHOLDER - INCORPORATED	12	4.8	2	7.4	13	4.9
NONSHAREHOLDER - INCORPORATED	35	14.3	5	22.2	40	14.9
EMPLOYED, ASSOCIATE - UNINCORPORATED	22	9.1	0	0	22	8.4
INDEPENDENT CONTRACTOR	36	14.7	2	11.1	39	14.4
ALL	247	100.0	21	100.0	268	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

EMPLOYMENT STATUS OF DENTISTS

DENTISTS GRADUATING SINCE 1980

DENTISTS CURRENTLY PRACTICING AS

	TYPE OF DENTIST				ALL	
	GENERAL PRACTITIONER		SPECIALIST			
	WEIGHTED		WEIGHTED		WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
TYPE OF DENTIST						
SOLE PROPRIETOR	142	57.6	12	55.6	154	57.4
PARTNER	25	10.0	2	11.1	27	10.0
SHAREHOLDER - INCORPORATED	26	10.4	2	7.4	27	10.2
NONSHAREHOLDER - INCORPORATED	20	8.2	3	14.8	23	8.8
EMPLOYED, ASSOCIATE - UNINCORPORATED	10	3.9	0	0	10	3.6
INDEPENDENT CONTRACTOR	25	10.0	2	11.1	27	10.0
ALL	247	100.0	21	100.0	268	100.0

SOURCE: AMERICAN DENTATL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

EMPLOYMENT STATUS OF DENTISTS DENTISTS GRADUATING SINCE 1980

DENTISTS BEGINNING AS PRACTICE NONOWNERS AND CURRENTLY ARE

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL	
	WEIGHTED		WEIGHTED		WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
TYPE OF DENTIST						
SOLE PROPRIETOR	17	29.6	2	33.3	19	29.9
PARTNER	5	9.3	0	0	5	8.6
SHAREHOLDER - INCORPORATED	5	9.3	0	0	5	8.6
NONSHAREHOLDER - INCORPORATED	19	33.3	3	66.7	22	35.9
EMPLOYED, ASSOCIATE - UNINCORPORATED	7	13.0	0	0	7	12.0
INDEPENDENT CONTRACTOR	3	5.6	0	0	3	5.1
ALL	58	100.0	5	100.0	62	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

SURVEY METHODOLOGY

The 1988 Survey of Dental Practice (SDP) was an updated version of the long-form 1985 SDP. This survey was sent to 4% of the dentists who were known to be actively engaged in the private practice of dentistry. The purpose of the survey is to provide reliable information on characteristics of the private practice of dentistry in the United States.

Sampling

The population consisted of 133,823 dentists who, based on the 1982 Distribution of Dentists, were known to be in private practice, even if only part-time.

The Distribution of Dentists is a dental census that is conducted periodically by the Bureau of Economic and Behavioral Research of the American Dental Association. Although the 1982 distribution was the most recent complete census at the time the sample was drawn, the sampling frame is updated periodically by adding information about recent graduations, retirements, and deaths when available. Dentists with an unknown practice type were included in the sampling frame.

The sample was ordered by type of practice (general practitioner or specialist). Within each type, the sample was sorted by dental school and graduation year. A random sample from each type of practice was selected. Since specialists comprise a small percentage of the dental population, it was necessary to oversample them to ensure adequate numbers for statistical analysis (i.e., the proportion of specialists sampled is higher than the actual percentage of specialists in the population). It should be noted that the sample was drawn in such a way as to make statements about general practitioners and specialists as a whole. For any given specialty, there may not have been enough dentists responding to make reliable statements about that individual specialty.

Data Collection

The 1988 SDP was initially mailed in April 1988. Two follow-up mailings to non-respondents occurred in May and June 1988. A telephone follow-up to non-respondents was conducted in July and August 1988. Coding, hand-editing, and computer processing were completed in October 1988. The final response rate was computed after the individuals who were either retired, disabled, deceased, not in private practice, or had unknown addresses were eliminated from the sample. The adjusted sample size was used to calculate the final response rate of 43.1%.

Weighting the Sample

Since the proportion of specialists in the sample is higher than the actual percentage in the dental population, it is necessary to account for this imbalance when making statements about the total dental population. This correction is accomplished by developing and applying a weighting factor to each sampled dentist.

Weights were calculated for general practitioners and specialists separately, by dividing the percentage of each in the population by the percentage in the sample. The proportion of general practitioners in the population is 80%, specialists, 20%. The percentage of general practitioners in the sample is 74.9%, of specialists, 25.1%.

The weights were computed as follows:

General Practitioner
$.80/.749 = 1.068731$

Specialist
$.20/.251 = 0.795392$

These weights were employed in the calculations of means and medians for cases in which general practitioners and specialists were combined (i.e., when statements were made about "all" solo or "all" independent dentists). The weights were also used when percentages of dentists in various categories were computed. In these cases, the totals as well as the percentages are weighted, making the totals smaller or larger than those for the actual sample.

DEFINITIONS

Definitions of several terms and phrases are provided in this section to assist with the interpretation of data contained in the tables in this and other reports. In general, the dentists included in this report were working in private practice as a primary occupation. In addition, all dentists had started in their current (i.e., 1987) practice prior to 1987.

All Dentists: This group of dentists contains all dentists responding to the survey, including those who are employed by a dentist or dental practice, rather than owning or sharing in the ownership of a practice.

Dental Practice Personnel (All Staff): This group includes dental hygienists, chairside assistants, dental laboratory technicians, secretary/receptionists, bookkeepers and business personnel. Dentists employed by the practice are **NOT** included.

Full-Time and Part-Time: For purposes of this report, full-time was defined as working in the practice at least 32 hours per week. Part-time was defined as working in the practice less than 32 hours per week.

Hourly Salary: The hourly salary reported is computed by dividing the weekly salary by the number of hours worked.

Independent Dentists: An independent dentist owns or shares in the ownership of a dental practice. This ownership status includes sole proprietors, partners, and those who are shareholders in an incorporated practice.

Mean: The mean is the simple average of values reported by the dentists responding to the survey. The mean is calculated by summing the values reported and then dividing the sum by the number of dentists responding to the question.

Mean Per Year: The mean per year is the average value reported for a year's period of time (e.g., mean number of appointments per year). The per year figures were determined by multiplying the per week values by the number of weeks worked that year.

Nonowner Dentists (Employed): A nonowner dentist may be employed in an incorporated or unincorporated dental practice on a salary, commission, percentage, or associate basis. A nonowner dentist may be an independent contractor, but he may not be a shareholder in an incorporated practice.

Nonsolo Dentists: Nonsolo dentists work in a dental practice with at least one other dentist. Some of these dentists may be employed by the owner dentists in the practice.

No-Shows: The total of patient no-shows is defined as the difference between the number of appointments scheduled and the number of scheduled visits treated. It was assumed that the number of scheduled visits treated was equal to or less than the number of appointments scheduled.

Regions: The following is a breakdown of the states in each region.

New England: CT, MA, ME, NH, RI, VT
Middle Atlantic: NJ, NY, PA
East North Central: IL, IN, MI, OH, WI
West North Central: IA, KS, MN, MO, ND, NE, SD
South Atlantic: DE, MD, DC, FL, GA, NC, SC, VA, WV
East South Central: AL, KY, MS, TN
West South Central: AR, LA, OK, TX
Mountain: AZ, CO, ID, MT, NV, NM, UT, WY
Pacific: AK, CA, HI, OR, WA

Scheduled Visits Treated: Scheduled appointments that were kept by the patients.

Solo Dentists: A solo dentist is the sole owner of the practice and is the only dentist working in the practice. The dentist may be either a sole proprietor or the sole shareholder in an incorporated practice. Solo dentists are a subset of independent dentists.

Total Patient Visits: Total patients visits is the sum of walk-in visits, emergency visits, and scheduled visits that were treated (i.e., excluding no-shows).

Weighting: Since specialists comprise a smaller percentage of the dental population, it was necessary to oversample them to insure adequate numbers for statistical analysis. The proportion of specialists in the sample is higher than the actual proportion of specialists in the total population of dentists. Please note that individual specialties were not oversampled, and, therefore, only statistics on specialists as a group are presented. Statistics computed for all dentists were weighted to reflect national proportions.

ADA
American
Dental
Association

211 East Chicago Avenue
Chicago, Illinois 60611
312 440-2500

1988 Survey of Dental Practice

Please answer all questions by **circling** the number corresponding to the most appropriate response, except where a fill in the blank is requested.

1. Which of the following best describes your **primary and/or secondary occupation(s)** during 1987? (Please circle one response for **each** column.)

	Primary Occupation	Secondary Occupation
a. Private practice (full- or part-time)	00	00
b. Dental school faculty/staff member	01	01
c. Armed Forces	02	02
d. Other federal services (e.g., VA, PHS)	03	03
e. State or local government employed	04	04
f. Hospital staff dentist	05	05
g. Intern/resident	06	06
h. Other student	07	07
i. Other health/dental organization staff member (e.g., NIDR)	08	08
j. Not in practice	09	09
k. Retired	10	10
l. Occupation unrelated to dentistry	11	11
m. **No secondary occupation**	—	12

Please complete the remainder of this questionnaire if you were in **private practice** during any part of 1987.
If you were **not involved** in the **private practice** of dentistry during **any part** of 1987, please return the questionnaire. Thank you.

Individual Dentist Questions

The following questions pertain to you as an individual private practitioner. If you changed practices (i.e.: worked in more than one **primary practice** during 1987), please give information on the practice in which you treated patients for the greatest number of months.

2a. Were you **announcing yourself and practicing** as a specialist in an ADA recognized specialty area (dental public health, endodontics, oral and maxillofacial surgery, oral pathology, orthodontics, pediatric dentistry, periodontics, or prosthodontics) in your **primary practice** in 1987?

Yes	1
No (Skip to question 3.)	2

b. Which **one** of the following specialties are you actively practicing?

Oral and maxillofacial surgery	10
Endodontics	15
Orthodontics	20
Pediatric dentistry	30
Periodontics	40
Prosthodontics	50
Oral pathology	60
Public health	82

3. In what year did you **first** become associated with the **primary practice** where you practiced during 1987? 19 ______

4. Which **one** of the following **best** describes your employment status when you **first** became associated with that practice?

a. Sole proprietor (i.e., the only owner) in an unincorporated dental practice	1
b. Partner in a complete or limited partnership	2
c. Shareholder in an incorporated dental practice	3
d. Employed in an incorporated dental practice on a salary, commission, percentage, or associate basis but not a shareholder	4
e. Employed in an unincorporated dental practice on a salary, commission, percentage, or associate basis	5
f. Independent contractor	6
g. Other, please specify ______	

5. Which **one** of the following **best** describes your employment status in that practice during 1987?

a. Sole proprietor (i.e., the only owner) in an unincorporated dental practice	1
b. Partner in a complete or limited partnership	2
c. Shareholder in an incorporated dental practice	3
d. Employed in an incorporated dental practice on a salary, commission, percentage, or associate basis but not a shareholder	4
e. Employed in an unincorporated dental practice on a salary, commission, percentage, or associate basis	5
f. Independent contractor	6
g. Other, please specify ______	

6. Please answer the following about the time **you personally** spent in your primary practice during 1987.

a. Total number of weeks worked (excluding vacation) ______ weeks

b. Total number of **hours per week** spent in the practice ______ hours per week

c. Number of hours per week spent **treating patients** in the practice ______ hours per week

d. Estimate the average scheduled length of an appointment in 1987 ______ minutes

e. During a typical week, what percentage of your **time treating patients** in the **primary practice** was devoted to each of the following procedures? (If none, enter zero.)

	Percentage of Time Per Week
Diagnostic (exams, x-rays, etc.)	______ %
Preventive (fluoride treatments, prophylaxis, patient education, pit and fissure sealants, etc.)	______ %
Operative (restoration, amalgams, inlays, etc.)	______ %
Prosthodontic	______ %
Endodontic	______ %
Periodontic	______ %
Orthodontic	______ %
Oral and maxillofacial surgery	______ %
General services (anesthesia, patient management, counseling, miscellaneous)	______ %
Total	**100%**

7 The following represent possible contractual agreements with third parties. Indicate if **any** apply to you in your practice by estimating the percentage of patients involved in each. Enter a zero if the category does not apply.

	Percentage of Patients
a. Service benefit plan participating agreement (e.g., Delta Dental Plan or Blue Cross and Blue Shield with participating agreement)	______ %
b. Capitation (e.g., Prudential DMO, Safeguard Health Plans, CIGNA Dental Health)	______ %
c. Fee schedule agreement (e.g., agreement with any insurance company that is contracting with Insurance Dentists of America)	______ %
d. Straight risk pool (e.g., Individual Practice Association Program)	______ %
e. Capitation-risk pool combination (e.g., Delta Dental Pacesetter Program)	______ %
f. Discount of usual fees agreement (e.g., Aetna Fast Track Program)	______ %
g. Other contractural agreement	______ %

8 During the entire year of 1987 indicate the **total** number of **patients you treated** in the **primary practice.** (This number should be different than the total number of appointments below.) ______ total patients

9 Please indicate the following regarding patient care that **you personally** provided in the **primary practice** during 1987.

The average number of:

a. **Appointments scheduled** per week (**excluding** those with hygienist appointments only) ______ appointments per week

b. **Walk-in visits** per week that **you** treated (i.e., non-emergency and no appointment scheduled) If none, enter zero. ______ visits per week

c. **Emergency visits** per week that **you** treated (i.e., no appointments scheduled) If none, enter zero. ______ visits per week

d. **Scheduled visits** per week that **you actually** treated (**excluding** those with hygienist appointments only) ______ visits per week

10 During a typical week, approximately what percentage of your time treating patients in your **primary practice** was devoted to implant services? (If none, enter zero) ______ %

11 Which **one** of the following best describes **you** in your **primary practice** during 1987?

	Busyness
a. Too busy to treat all people requesting appointments	1
b. Provided care to all who requested appointments but was overworked	2
c. Provided care to all who requested appointments and was not overworked	3
d. Not busy enough, could have treated more patients	4

Entire Primary Practice Characteristics

12 What was the zip code of your **primary practice** during 1987? ______ zip code

13 **Including yourself,** please indicate the number of full- or part-time **dentist positions** in the **entire primary practice** during 1987. (If none, enter zero.)

	Number of Dentist Positions
a. Number of **owner** dentists (i.e., sole proprietor, partners, or shareholders)	______
b. Number of **non-owner** dentists (i.e., employed dentists, associates and non-shareholders) If none, enter zero.	______

14 **Including yourself,** please indicate the number of full- and part-time **dentist positions** in each of the following practice areas in the **primary practice** during 1987.

	Number of Dentist Positions	
	full-time	**part-time**
a. General practice	______	______
b. Oral and maxillofacial surgery	______	______
c. Endodontics	______	______
d. Orthodontics	______	______
e. Pediatric dentistry	______	______
f. Periodontics	______	______
g. Prosthodontics	______	______
h. Oral pathology	______	______
i. Public health	______	______
j. Other, please specify ______	______	______

15 Please indicate the number of full-time (32 hours per week or more) and part-time (less than 32 hours per week) **employee positions** in the **primary practice** during 1987. (If none, enter zero.)

	Number of Employee Positions	
	full-time	**part-time**
a. Dental hygienist(s)	______	______
b. Chairside assistant(s)	______	______
c. Secretary/receptionist(s)*	______	______
d. Dental laboratory technician(s)	______	______
e. Bookkeeper, business personnel	______	______
f. Other, please specify ______	______	______

***Note:** A secretary or receptionist who also provides chairside assistance at least 50% of the time should be counted as a chairside assistant.

16 For the **entire primary practice,** indicate the number of chairside assistants (full- and part-time) employed in 1987 who received formal training in a structured program.

a. Full-time ______

b. Part-time ______

17 Please provide the following regarding all dental hygienist(s) appointments and visits in the **entire primary practice** during 1987. (If no hygienists were employed, skip to question 19.)

The average number of: **Dental Hygienist(s)**

a. **Appointments scheduled** per week primarily for hygienist(s) treatment ______ appointments per week

b. **Scheduled visits** per week that were actually treated by all hygienist(s) ______ visits per week

18 Please provide the following for **each dental hygienist** in the **entire primary practice** during 1987. If the practice did not employ someone in these positions, please check the appropriate box.

	Not Applicable (Please check box.)	Annual Salary/ Commission (in dollars)	Weeks Worked per Year	Hours Worked per Week	Length of Experience Prior to Employment in this Practice		Length of Employment in this Practice	
		per year	weeks	hours	years	months	years	months
Dental Hygienist(s):								
Position #1	☐	$						
Position #2	☐	$						
Position #3	☐	$						
Position #4	☐	$						

19 Please provide the following for **each employee** in the **entire primary practice** during 1987. If the practice did not employ someone in these positions, please check the appropriate box.

	Not Applicable (Please check box.)	Weekly Salary (in dollars)	Hours Worked per Week	Length of Experience Prior to Employment in this Practice		Length of Employment in this Practice	
		per week	hours	years	months	years	months
Chairside Assistant(s):							
Position #1	☐	$					
Position #2	☐	$					
Position #3	☐	$					
Position #4	☐	$					
Position #5	☐	$					
Secretary/Receptionist(s):							
Position #1	☐	$					
Position #2	☐	$					
Position #3	☐	$					
Dental Laboratory Technician(s):							
Position #1	☐	$					
Position #2	☐	$					
Bookkeeping/Business Personnel:							
Position #1	☐	$					
Position #2	☐	$					

Please use the following space to provide information for **all personnel not included above in questions 18 and 19.**

	$					
	$					
	$					
	$					
	per week	hours	years	months	years	months

20 For the **entire primary practice** in 1987 please indicate the following regarding the employment of auxiliary staff (If none enter zero.)

	Dental Hygienists	**Chairside Assistants**
a Number of open positions		
filled in 1987	______	______
unfilled in 1987	______	______
b Average number of weeks position(s) was open	______	______

21 What is the estimated starting salary in your **primary practice** for the following auxiliary positions with no prior experience?

	Starting Salary
a Dental hygienist	$______/hour
b Chairside assistant	$______/hour

22 In the **primary practice** during 1987 indicate whether or not and to whom the following benefits were offered (If the practice did not offer the benefit please check the appropriate box.)

	Not Offered	**Dental Hygienist(s)**	**Chairside Assistant(s)**	**Dental Laboratory Technician(s)**	**Secretary/ Receptionist(s)**
a Medical insurance	☐	1	2	3	4
b Dental insurance (or reduced costs)	☐	1	2	3	4
c Separate malpractice insurance	☐	1	2	3	4
d Life insurance	☐	1	2	3	4
e Profit sharing	☐	1	2	3	4
f Pension plan	☐	1	2	3	4
g Paid sick leave	☐	1	2	3	4
h Paid vacation days	☐	1	2	3	4
i Reimbursement for professional organization dues	☐	1	2	3	4
j Reimbursement for continuing education courses	☐	1	2	3	4
k Incentive program					
percent of total production	☐	1	2	3	4
percent of production above certain limits	☐	1	2	3	4
set bonus if budgeted goals are met	☐	1	2	3	4
l Other please specify ______					

23 Which of the following personnel in your **primary practice** use gloves, mask, protective eyewear or gowns when working with all or selected patients?

	Gloves			**Mask**			**Protective Eyewear**			**Protective Gowns**		
	all	**some patients**	**none**	**all**	**some patients**	**none**	**all**	**some patients**	**none**	**all**	**some patients**	**none**
a Dentist (self)	1	2	3	1	2	3	1	2	3	1	2	3
b Dental hygienist(s)	1	2	3	1	2	3	1	2	3	1	2	3
c Chairside assistant(s)	1	2	3	1	2	3	1	2	3	1	2	3
d Other please specify ______	1	2	3	1	2	3	1	2	3	1	2	3

24 Approximately how long have **you personally** used the following barrier techniques?

	Number of Years	**Number of Months**	**Do not use (Check box.)**
a Gloves	______	______	☐
b Mask	______	______	☐
c Protective eyewear	______	______	☐
d Protective gowns	______	______	☐

25 If **you** wear gloves do you change them after every patient?

Yes	1
No	2
Not applicable	3

26a Did the **primary practice** utilize computer processing services during 1987?

Yes	1
No (Skip to question 27.)	2

b. Were these computer services provided by an

In-house computer?	1
Outside computer service? (Skip to question 26d.)	2
Other, please specify ______	

c. Who was the primary user of the computer system?

Dentist(s)	1
Secretary/receptionist(s)	2
Bookkeeping/business personnel	3
Other, please specify ______	

d. For which of the following functions was a computer utilized? (Please circle as many as apply.)

Patient accounting and ~~billing~~	1
Maintaining expense records	2
Processing insurance forms	3
Maintaining treatment records	4
Diagnosis and monitoring of treatment	5
Scheduling patients	6
Office newsletters	7
Form letters	8
Other, please specify ______	

e. Which of the following was most important in your choice of a computer?

Price	1
Service support	2
Training	3
Hardware	4
Software	5
Other, please specify ______	

f. How were you introduced to your computer?

Advertisement	1
Trade show	2
Mailing	3
Telephone call	4
Other, please specify ______	

g. If given the opportunity, would you purchase the same computer system again?

Yes	1
No	2

h. Is your computer

Single user?	1
Multi user?	2

i. If given the opportunity to purchase another computer system, which of the following would be most important to you?

Price	1
Service/support	2
Training	3
Hardware	4
Software	5
Other, please specify ______	

27 In the **entire primary practice** during 1987

a. What was the total number of operatories? ______ operatories

b. How many of these were fully-equipped operatories (i.e., where a dentist can perform at least restorative dentistry)? ______ operatories

c. What was the total square feet of office space? ______ square feet

28 Did the **primary practice** operate its own dental laboratory during 1987?

Yes	1
No	2

29 Were any of the following items of equipment utilized by the **primary practice** during 1987?

	Yes	No
a. Composite light curing unit	1	2
b. High speed air handpiece with fiber optics	1	2
c. Panoramic x-ray unit	1	2
d. Ultrasonic or sonic scaling unit	1	2
e. Electrosurgical unit	1	2
f. Nitrous oxide analgesic equipment	1	2
g. Modular instrument delivery system (wall divider)	1	2
h. Automatic x-ray film processor	1	2
i. Autoclavable handpiece	1	2
j. Scavenger system for nitrous oxide	1	2
k. Intraoral video camera	1	2
l. Laser	1	2
m. Biological indicator (spore test)	1	2

30 Which of the following **best** describes your **primary practice** location during 1987?

a. Metropolitan area with a population greater than 500,000	
central city location	1
suburban location	2
b. Metropolitan area with a population between 100,000 and 500,000	
central city location	3
suburban location	4
c. City of 50,000-99,999 population	5
d. City of 20,000-49,999 population	6
e. Rural (less than 20,000 population)	7

31 Which of the following **best** describes the building where the **primary practice** was located during 1987?

a. Home	1
b. Professional building	2
c. Shopping center	3
d. Other commercial building	4

32 Do either of the following characterize your **primary practice** where you worked in 1987?

	Yes	No
a. Retail or drug store facility	1	2
b. Franchise (practice marketed under a trade name)	1	2

33 a. In 1987, was your **primary practice** located in more than one office?

Yes	1
No (Skip to question 34.)	2

b. If yes, indicate the number of offices associated with your **primary practice** ______

If you were a solo practitioner during 1987 please skip to question 36

34 Please indicate the following regarding patient care by the **entire primary practice** during 1987

The average number of — **Entire Practice**

a. **Appointments scheduled** per week (**excluding** those with hygienist appointments only) ________ appointments per week

b. **Walk-in visits** per week that were treated (i.e. non-emergency and no appointment scheduled) If none enter zero ________ visits per week

c. **Emergency visits** per week (i.e. no appointment scheduled) If none enter zero ________ visits per week

d. **Scheduled visits** per week that were **actually** treated (**excluding** those with hygienist appointments only) ________ visits per week

35 During the entire year of 1987 indicate the **total** number of **patients** treated by the **primary practice.** (This number should be different than your total number of appointments above.) ________ total patients

36 Approximately what percentage of the **entire practice's** yearly patients are received on a referral basis from another practice, dentist or physician? ________%

37a During a typical month, about how many **new patients** were treated in the **entire primary practice** where you practiced in 1987? (If none, enter zero and skip to question 38.) ________ new patients per month

b For 1987, please indicate the percentage of **new patients** from the following sources. (If none, enter zero.)

Entire Practice Sources of New Patients

Other dentists
General practitioners ________%
Specialists ________%
Patients ________%
Dental referral service ________%
Other professionals (e.g., M.D.'s) ________%
Direct mail or commercial advertising (TV, radio, newspaper, etc.) ________%
Capitation/closed panel contracts ________%
Other, please specify ________ ________%
Total 100%

38 For the **entire primary practice** during 1987, how long did an average patient of record and average new patient have to **wait:**

	Entire Practice Waiting Time	
	patient of record	**new patient**
a For the **initial appointment** of a series (excluding emergency cases)?	____	____
	days	
b To see a dentist **after** the patient arrived for a **scheduled appointment?**	____	____
	minutes	

39 Of the 52 weeks in 1987 how many weeks was the **primary practice** scheduled to be open (not including emergency cases) to provide care to patients? ________ weeks

40 Approximately what percentage of the patients who visited the primary practice:

Entire Practice Patient Characteristics

a. were
14 years of age or younger? ________%
15 to 64 years of age? ________%
65 years of age or older? ________%
Total 100%

b. were members of families whose annual income is estimated to be
under $10,000? ________%
$10,000 to 29,999? ________%
$30,000 or more? ________%
Total 100%

c. were
covered by a private insurance program that pays or partially pays for their dental care? ________%
covered by a public assistance program that pays or partially pays for their dental care? ________%
not covered by an insurance program? ________%
Total 100%

d. were
male? ________%
female? ________%
Total 100%

e. were physically handicapped and/or mentally handicapped? ________%

f. were members of a racial minority? ________%

41 Please indicate the percentage of patients who travelled various distances (from work or home) to your **primary practice** office

a. Patients close (within walking distance or within 1-10 minute drive or transportation) ________%
b. Patients within 11-39 minutes drive or transportation ________%
c. Patients within 40 or more minute drive or transportation ________%
Total 100%

42. For each of the dental procedures listed below, indicate the usual fee the **entire primary practice** charged during 1987. (If you usually provided the procedure free of charge, enter zero in the appropriate blank. If the procedure is not routinely performed, check the appropriate box.) Please do not report ranges.

	Not Done	**Usual Fee**
a. Periodic oral examination (excluding radiogrpahs)	☐	$
b. Bitewing radiographs, for films	☐	$
c. Dental prophylaxis, for adults	☐	$
d. Pit and fissure sealant, per tooth	☐	$
e. Topical fluoride treatment (including prophylaxis), child	☐	$
f. Amalgam restoration, one surface, permanent (including polishing)	☐	$
g. Fixed unilateral space maintainer restoration	☐ ☐ ☐	$ $ $
i. Root canal therapy—molar (includes treatment plan, clinical procedures and follow-up care, excluding final restoration), one canal	☐	$
j. Periodontal scaling and root planing—per quadrant	☐	$
k. Complete upper acrylic-base denture (including six-months post-delivery care	☐	$
l. Extraction (including local anesthesia and post-operative care), single tooth	☐	$

43. What was **your** 1987 net income (after practice expenses and business taxes) from: (Please include salary, commission and/or dividends.)

	Net Income
a. Your primary practice?	$
b. Your secondary practice (if applicable)?	$
c. Other income from dentistry (i.e., teaching, research, other practice, etc.)?	$

44. In the **entire primary practice,** what was the total amount of fees charged for the dental care provided during 1987 (annual billing)? $

45. What percentage of the **gross receipts** were received: (If none, enter zero.)

	Gross Receipts
a. As direct patient payment?	%
b. As payment from government programs (e.g., Medicare, Medicaid, or other public insurance)?	%
c. As direct payment from private insurance carriers?	%
d. From other sources of payment? Please specify ______	%
Total	**100%**

46. During 1987, were any of the expenses of the **entire primary practice** (dental facilities or staff) shared with other dentists?

Yes	1
No	2

If you shared expenses (dental facilities or staff) with any other practices, please report **only your entire primary practice's** share of the expenses.

47. For each item below, what were the **total professional expenses** for the **entire primary practice** during 1987? (If no expenses were incurred for specific items, please enter zero.)

	Expenses
a. Yearly rent	$
b. Yearly mortgage (including interest)	$
c. Total salaries, wages and commissions of non-dentist employees	$
d. Total salaries, wages and commissions of employed dentists (**exclude** salaries of owner dentists or shareholders of incorporated practices)	$
e. Total salaries, wages and commissions of officers/shareholder dentists (**for incorporated practices only**)	$
f. Employee benefits of personnel not included in salaries, (e.g., insurance, pensions, etc.)	$
g. General office supplies	$
h. Dental supplies	$
i. Commercial dental laboratory charges	$
j. Advertising expenses	$
k. Annual depreciation costs of dental and office equipment	$
l. Taxes on business and business property	$
m. Repairs of dental or office equipment	$
n. Insurance related to dental office (liability, fire, etc.)	$
o. Legal and professional fees	$
p. Professional liability (malpractice insurance)	$
q. Interest on business indebtedness (excluding mortgage)	$
r. Drugs	$
s. Utilities (telephone, electricity, etc.)	$
t. Professional expenses (travel to meetings, society dues, etc.)	$
u. Bad debts	$
v. Other, please specify ______	$
w. **Total Professional Expenses**	$

Thank you for your assistance in this important research project. Please return this questionnaire by folding and placing tape as indicated. Drop it in the mail, postage is paid.

A1475- 1.3

ADA

American
Dental
Association

211 East Chicago Avenue
Chicago, Illinois 60611

The Bureau of Economic and
Behavioral Research

The 1988 Survey of Dental Practice

Patient Visits to the Dentist

TABLE OF CONTENTS

PATIENT VISITS TO THE DENTIST FOR THE YEAR 1987

PAGE

LIST OF TABLES.................................... i

HIGHLIGHTS.. 1

INTRODUCTION...................................... 2

ALL DENTISTS...................................... 3

INDEPENDENTS, SOLOS, AND INDEPENDENT DENTISTS GRADUATING SINCE 1980: OVERVIEW......... 8

INDEPENDENT DENTISTS: TABLES..................... 14

SOLO DENTISTS: TABLES............................ 19

INDEPENDENT DENTISTS GRADUATING SINCE 1980: TABLES............................ 24

SURVEY METHODOLOGY............................... 29

DEFINITIONS...................................... 31

APPENDIX: THE 1988 SURVEY OF DENTAL PRACTICE QUESTIONNAIRE......................... 33

LIST OF TABLES

ALL DENTISTS

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS PER WEEK, INCLUDING HYGIENIST APPOINTMENTS....... 5

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS PER WEEK, NOT INCLUDING HYGIENIST APPOINTMENTS... 5

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS PER YEAR, INCLUDING HYGIENIST APPOINTMENTS....... 6

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS PER YEAR, NOT INCLUDING HYGIENIST APPOINTMENTS... 6

NUMBER AND SOURCES OF NEW PATIENTS................ 7

INDEPENDENT DENTISTS

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS PER WEEK, INCLUDING HYGIENIST APPOINTMENTS....... 14

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS PER WEEK, NOT INCLUDING HYGIENIST APPOINTMENTS... 14

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS PER YEAR, INCLUDING HYGIENIST APPOINTMENTS....... 16

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS PER YEAR, NOT INCLUDING HYGIENIST APPOINTMENTS... 16

NUMBER AND SOURCES OF NEW PATIENTS................ 18

INDEPENDENT DENTISTS EMPLOYING HYGIENISTS

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS PER WEEK, INCLUDING HYGIENIST APPOINTMENTS....... 15

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS PER YEAR, INCLUDING HYGIENIST APPOINTMENTS....... 17

LIST OF TABLES

SOLO DENTISTS

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS PER WEEK, INCLUDING HYGIENIST APPOINTMENTS....... 19

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS PER WEEK, NOT INCLUDING HYGIENIST APPOINTMENTS... 19

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS PER YEAR, INCLUDING HYGIENIST APPOINTMENTS....... 21

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS PER YEAR, NOT INCLUDING HYGIENIST APPOINTMENTS... 21

NUMBER AND SOURCES OF NEW PATIENTS................ 23

SOLO DENTISTS EMPLOYING HYGIENISTS

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS PER WEEK, INCLUDING HYGIENIST APPOINTMENTS....... 20

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS PER YEAR, INCLUDING HYGIENIST APPOINTMENTS....... 22

INDEPENDENT DENTISTS GRADUATING SINCE 1980

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS PER WEEK, INCLUDING HYGIENIST APPOINTMENTS....... 24

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS PER WEEK, NOT INCLUDING HYGIENIST APPOINTMENTS... 24

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS PER YEAR, INCLUDING HYGIENIST APPOINTMENTS....... 26

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS PER YEAR, NOT INCLUDING HYGIENIST APPOINTMENTS... 26

NUMBER AND SOURCES OF NEW PATIENTS................ 28

INDEPENDENT DENTISTS GRADUATING SINCE 1980 EMPLOYING HYGIENISTS

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS PER WEEK, INCLUDING HYGIENIST APPOINTMENTS....... 25

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS PER YEAR, INCLUDING HYGIENIST APPOINTMENTS....... 27

HIGHLIGHTS

- For independent dentists, the mean weekly total patient visits (scheduled, walk-in, and emergency visits) excluding those with hygienists appointments only was 66.0. Independent general practitioners treated 57.8, and independent specialists treated an average of 99.6 patients per week.

- The mean weekly total patient visits (scheduled, walk-in, and emergency visits) treated by independent dentists including hygienist visits was 82.0. Independent general practitioners treated an average of 76.0 patients per week, and independent specialists treated an average of 107.2 patients weekly.

- For all dentists, 7.2% of scheduled weekly appointments (including those primarily for hygienist treatment) were no-shows. Among independent dentists, this percentage was 7.0% and among solo dentists, it was 6.5%.

- For all dentists, the average number of emergency visits per week was 5.0. This figure was 5.0 for independent dentists, 4.8 for solo dentists, and 5.2 for independent dentists graduating since 1980.

- Independent dentists treated an average of 27.1 new patients per month. Independent general practitioners treated an average of 20.3 new patients per month, and independent specialists treated an average of 55.9 new patients per month.

- Approximately twenty percent of a practice's yearly patient load was received on a referral basis from another practice, dentist, or physician. This held true for the solo, independent, and all dentist groups. Among independent dentists graduating since 1980, an average of 14.9% of yearly patients were received on a referral basis.

INTRODUCTION

This report provides descriptive statistics on patient visits to private practitioners in the U.S. during the year 1987. The data is drawn from the 1988 Survey of Dental Practice. Weekly and yearly patient loads are examined by determining the number of scheduled, no show, walk-in, emergency, and total visits. Separate analyses were performed to include and exclude appointments scheduled primarily for hygienist treatment. Dentists were asked to respond to the survey regarding patient care that they personally provided. Sources and numbers of new patients to the entire primary practice (i.e. including all dentists in the practice) were also examined. The mean number of new patients treated monthly in the entire practice, the yearly percentage of the practice's patients who were received on a referral basis and the sources of these patients were examined.

Data for weekly and yearly visits are provided. Please note that yearly data is obtained by multiplying weekly figures by the number of weeks worked per year.

Tables are presented separately for four groups: all dentists in private practice, independent dentists, solo dentists, and independent dentists graduating since 1980. The tables are subdivided to provide information for general practitioner and specialist groups as well as for all dentists in each of the four categories.

Note: There were too few respondents in the category "independent specialists graduating since 1980" to allow for reliable statistical analysis. Results are not presented for this group.

ALL DENTISTS

Patient Visits

The average number of total patient visits per week for all dentists, including hygienist visits, was 81.0. This figure includes scheduled, walk-in, and emergency visits. Excluding hygienist visits, the mean number of total patient visits per week was 65.2. The average number of total patient visits per week for a general practitioner excluding hygienist visits was 57.4. For a specialist, this number was 98.2.

For all dentists, there were about 2.4 patient walk-in visits and 5.0 emergency visits per week. Including hygienist visits, the mean number of patient no-shows was 5.8 per week; excluding hygienist visits, 4.4 per week. No-shows accounted for a loss of 7.1% of yearly scheduled appointments (excluding hygienist appointments).

The average number of emergency visits per year for all dentists was 238.3. General practitioners treated 234.7, and specialists saw 253.3 emergencies annually.

Annually, excluding hygienist visits, the total number of patient visits for all dentists was 3,123.1. The mean was 2,765.7 for general practitioners and 4,631.0 for specialists. Including hygienist visits, the annual figures were 3,889.6 total patient visits for all dentists, 3,629.2 for general practitioners, and 5,016.1 for specialists. In 1987, the average total number of different patients treated by a dentist in this group was 1,760.6. General practitioners treated an average of 1,870.9 different patients, and specialists, 1,377.5.

Patient Waiting Time

A patient of record had to wait an average of 6.5 days to get an initial appointment of a series. (This average excludes emergency cases.) For a new patient, the waiting time would have been an average of 7.0 days. Once a patient of record had arrived for an appointment, his or her average waiting time before being seen by the dentist would have been 8.0 minutes; for a new patient, the average waiting time was 8.4 minutes.

Among all general practitioners, patients of record had to wait an average of 6.4 days for an initial appointment, while new patients waited an average of 6.8 days. After arriving in the office, a patient of record waited an average of 7.7 minutes; a new patient waited an average of 8.0 minutes.

Among all specialists, patients of record had to wait an average of 6.6 days for an initial appointment, while new patients waited an average of 7.5 days. After arriving in the office, a patient of record waited an average of 9.3 minutes; a new patient waited an average of 10.1 minutes before being seen by the dentist.

Patient Traveling Time

The dentists in this group reported that an average of 42.0% of their patients lived or worked within walking distance or a one to ten minutes drive from the primary practice. They reported that an average of 46.7% of their patients traveled 11 to 39 minutes and that an average of only 11.3% were located a 40 or more minutes drive from the primary practice.

The GPs in this group reported that an average of 44.2% of their patients lived or worked within walking distance or a one to ten minutes drive from the primary practice. They reported that an average of 45.4% of their patients traveled 11 to 39 minutes and that an average of 10.4% traveled 40 or more minutes to reach the primary practice.

Compared to GPs, specialists estimated higher percentages of patients traveling further to reach the practice office. Specialists reported that most of their patients (52.6%) traveled 11 to 39 minutes to reach the practice office. Approximately one third of their patients (32.3%) traveled one to ten minutes, and 15.1% were located 40 or more minutes from the primary practice.

New Patients

All dentists' primary practices treated an average of 27.9 new patients per month. Specialist practices saw an average of 55.4 new patients per month, and GP practices saw an average of 21.6 new patients monthly. Annually, an average of 20.2% of a practice's patients were received on a referral basis from another practice, dentist or physician. This figure represents two very different figures for specialists and GPs. Among all GPs, only 9.3% of the practice's yearly patients were received through referrals, but among all specialists, 64.4% of yearly patients were referred.

PATIENT VISITS TO THE DENTIST

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS PER WEEK, INCLUDING HYGIENIST APPOINTMENTS, 1987

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
APPOINTMENTS SCHEDULED	72.8	1240	110.9	396	80.1	1636
WALK-IN VISITS	2.6	1286	1.7	420	2.4	1706
EMERGENCY VISITS	4.9	1278	5.3	415	5.0	1693
SCHEDULED VISITS TREATED	67.7	1207	100.6	381	74.0	1588
TOTAL VISITS PER WEEK	75.3	1188	106.1	369	81.0	1557
NO-SHOWS	5.2	1207	8.0	381	5.8	1588

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS PER WEEK, NOT INCLUDING HYGIENIST APPOINTMENTS, 1987

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
APPOINTMENTS SCHEDULED	53.7	1275	102.1	419	63.2	1694
WALK-IN VISITS	2.6	1286	1.7	420	2.4	1706
EMERGENCY VISITS	4.9	1278	5.3	415	5.0	1693
SCHEDULED VISITS TREATED	49.9	1251	92.8	407	58.3	1658
TOTAL VISITS PER WEEK	57.4	1231	98.2	392	65.2	1623
NO-SHOWS	3.8	1247	7.1	406	4.4	1653

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

PATIENT VISITS TO THE DENTIST

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS PER YEAR, INCLUDING HYGIENIST APPOINTMENTS, 1987

	TYPE OF DENTIST				ALL - WEIGHTED	
	GENERAL PRACTITIONER		SPECIALIST			
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
APPOINTMENTS SCHEDULED	3499.0	1225	5262.6	393	3839.0	1618
WALK-IN VISITS	123.8	1286	79.9	420	115.2	1706
EMERGENCY VISITS	234.7	1278	253.3	415	238.3	1693
SCHEDULED VISITS TREATED	3265.9	1207	4750.4	381	3548.3	1588
TOTAL VISITS PER YEAR	3629.2	1188	5016.1	369	3889.6	1557
NO-SHOWS	252.0	1207	388.2	381	277.9	1588

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS PER YEAR, NOT INCLUDING HYGIENIST APPOINTMENTS, 1987

	TYPE OF DENTIST				ALL - WEIGHTED	
	GENERAL PRACTITIONER		SPECIALIST			
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
APPOINTMENTS SCHEDULED	2588.6	1275	4826.1	419	3028.3	1694
WALK-IN VISITS	123.8	1286	79.9	420	115.2	1706
EMERGENCY VISITS	234.7	1278	253.3	415	238.3	1693
SCHEDULED VISITS TREATED	2406.6	1251	4374.5	407	2790.2	1658
TOTAL VISITS PER YEAR	2765.7	1231	4631.0	392	3123.1	1623
NO-SHOWS	182.1	1247	344.0	406	213.7	1653

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

ALL DENTISTS

PATIENT VISITS TO THE DENTIST

NUMBER AND SOURCES OF NEW PATIENTS, 1987

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
NEW PATIENTS MONTHLY	21.6	1232	55.4	376	27.9	1608
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
YEARLY PERCENTAGE OF PATIENTS RECEIVED ON A REFERRAL BASIS	9.3	1211	64.4	398	20.2	1609
PERCENTAGE OF NEW PATIENTS REFERRED FROM:						
GENERAL PRACTITIONERS	2.3	1180	54.7	410	13.0	1590
SPECIALISTS	4.7	1180	7.9	402	5.3	1582
PATIENTS	73.5	1205	29.5	406	64.7	1611
DENTAL REFERRAL SERVICE	1.7	1168	1.2	398	1.6	1566
OTHER PROFESSIONALS (M.D.'s)	3.8	1174	3.5	404	3.7	1578
DIRECT MAIL OR COMMERCIAL ADVERTISEMENTS	4.7	1174	1.1	401	4.0	1575
CAPITATION OR CLOSED PANEL CONTRACTS	2.7	1174	1.1	402	2.4	1576
OTHER	5.1	1157	1.5	398	4.3	1555

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

INDEPENDENTS, SOLOS, AND INDEPENDENT DENTISTS GRADUATING SINCE 1980: Overview

Patient Visits

As indicated in the following table, the number of weekly patient visits did not differ greatly across groups. Only the independent dentists graduating since 1980 differed from the other groups by reporting a slightly lower average number of patients treated per week.

Mean Number of Total Patient Visits Per Week (Scheduled Visits Plus Walk-Ins and Emergency Visits) NOT Including Hygienist Visits, 1987

	All (Weighted)	General Practitioners	Specialists
All Dentists	65.2	57.4	98.2
Independent Dentists	66.0	57.8	99.6
Solo Dentists	64.6	57.3	96.8
Independent Dentists Graduating Since 1980	57.9	56.0	*

Source: American Dental Association, 1988 Survey of Dental Practice.

On average, all dentists saw 5.0 patients on an emergency basis per week in 1987. Specialists saw slightly more, 5.3, while general practitioners saw 4.9 emergency patients per week. The following table details the average number of emergency visits per week for different dentist groups.

Mean Emergency Visits Per Week, 1987

	All (Weighted)	General Practitioners	Specialists
All Dentists	5.0	4.9	5.3
Independent Dentists	5.0	4.8	5.4
Solo Dentists	4.8	4.8	4.5
Independent Dentists Graduating Since 1980	5.2	5.1	*

Source: American Dental Association, 1988 Survey of Dental Practice.

---

*The number of cases was too small to allow for reliable statistical analysis.

The following table presents the number of no-shows as a percentage of scheduled visits. For all dentists, the overall loss of weekly scheduled appointments (including hygienist appointments) due to no-shows was 7.2%. This figure is higher for independent dentists graduating since 1980 (9.4%) and somewhat lower for solo dentists (6.5%).

Mean "No-Shows" as a Percentage
of Scheduled Visits Per Week,
Including Hygienist Visits, 1987

	All (Weighted)	General Practitioners	Specialists
All Dentists	7.2%	7.1%	7.2%
Independent Dentists	7.0	7.1	7.2
Solo Dentists	6.5	6.8	5.4
Independent Dentists Graduating Since 1980	9.4	9.4	*

Source: American Dental Association, 1988 _Survey of Dental Practice_.

The average number of different patients seen by a dentist was similar for all, independent, and solo dentist groups. This average was, expectedly, lower among independent dentists graduating since 1980, many of whom would have been in the process of building up their practice load during 1987.

Mean Number of Total Different Patients
Treated by the Dentist, 1987

	All (Weighted)	General Practitioners	Specialists
All Dentists	1760.6	1870.9	1377.5
Independent Dentists	1780.2	1893.2	1396.2
Solo Dentists	1726.2	1870.9	1200.1
Independent Dentists Graduating Since 1980	1585.7	1635.8	*

Source: American Dental Association, 1988 _Survey of Dental Practice_.

---

*The number of cases was too small to allow for reliable statistical analysis.

Patient Waiting Time

The following table compares the average number of days that dentists in each group estimated their patients would have to wait for an initial appointment of a series (excluding emergency visits).

Average Waiting Time for an Initial Appointment (excluding emergencies), 1987

	All (Weighted)	General Practitioners	Specialists
All Dentists			
Patient of Record	6.5 days	6.4 days	6.6 days
New Patient	7.0	6.8	7.5
Independent Dentists			
Patient of Record	6.4	6.4	6.6
New Patient	6.9	6.8	7.5
Solo Dentists			
Patient of Record	6.3	6.3	6.4
New Patient	6.9	6.8	7.2
Independent Dentists Graduating Since 1980			
Patient of Record	6.0	6.0	*
New Patient	6.0	6.1	*

Source: American Dental Association, 1988 Survey of Dental Practice.

The average number of days a patient of record had to wait for an initial appointment was similar for all groups analyzed and ranged from 6.0 to 6.6 days. New patients generally had a slightly longer wait which ranged from 6.8 to 7.5 days for all groups except independent dentists graduating since 1980. For these younger dentists, the average wait for a new patient was no longer than the average wait for a patient of record.

---

*The number of cases was too small to allow for reliable statistical analysis.

The following table details the average time a dentist estimated that his or her patients would have to wait for their appointments after arriving in the dentist's office.

Average Patient Office Waiting Time
After Arriving for an Appointment, 1987

	All (Weighted)	General Practitioners	Specialists
		(in minutes)	
All Dentists			
Patient of Record	8.0	7.7	9.3
New Patient	8.4	8.0	10.1
Independent Dentists			
Patient of Record	7.9	7.5	9.3
New Patient	8.2	7.8	10.1
Solo Dentists			
Patient of Record	7.6	7.3	8.7
New Patient	7.9	7.6	9.1
Independent Dentists Graduating Since 1980			
Patient of Record	8.2	8.3	*
New Patient	8.1	8.3	*

Source: American Dental Association, 1988 Survey of Dental Practice.

Patient Traveling Time

The table on the next page details the dentists' average estimates of the distances their patients traveled to reach the primary practice office. For all groups except the independent dentists graduating since 1980, most patients traveled 11 to 39 minutes to reach the primary practice office. Among the dentists graduating since 1980, a higher percentage were estimated to be within walking distance or a one to ten minutes drive than were in any other group, and a lower percentage were estimated to live or work a 40 or more minutes drive from the practice than were in the other groups.

---

*The number of cases was too small to allow for reliable statistical analysis.

Mean Reported Patient Traveling Time to Reach the Office, 1987

	All (Weighted)	General Practitioners	Specialists
All Dentists			
Patients traveling:			
by foot or a 1-10 minutes drive	42.0%	44.2%	32.3%
11-39 minutes drive	46.7	45.4	52.6
40+ minutes drive	11.3	10.4	15.1
Independent Dentists			
Patients traveling:			
by foot or a 1-10 minutes drive	41.7	44.0	32.1
11-39 minutes drive	46.9	45.5	52.7
40+ minutes drive	11.4	10.5	15.1
Solo Dentists			
Patients traveling:			
by foot or a 1-10 minutes drive	42.5	44.3	34.1
11-39 minutes drive	46.4	45.6	50.3
40+ minutes drive	11.1	10.1	15.6
Independent Dentists Graduating Since 1980			
Patients traveling:			
by foot or a 1-10 minutes drive	49.6	50.5	*
11-39 minutes drive	40.7	40.6	*
40+ minutes drive	9.8	8.9	*

Source: American Dental Association, 1988 Survey of Dental Practice.

---

*The number of cases was too small to allow for reliable statistical analysis.

New Patients

As is detailed on the following table, the primary practices of most of these dentist groups treated approximately 27 new patients per month. Only the solo dentists differed and treated an average of only 20.8 new patients per month. Specialists and GPs followed similar patterns in all groups, with specialists treating more new patients per month than GPs. Among all groups except the independent dentists graduating since 1980, the average yearly percentage of patients received on a referral basis was about twenty percent. For independent dentists graduating since 1980, this percentage was 14.9%. Consistently across groups, the specialists received just under seven times as many of their yearly patients on a referral basis as did general practitioners (approximately 64% vs. approximately 9%).

Mean Number of New Patients Monthly, 1987

	All (Weighted)	General Practitioners	Specialists
All Dentists	27.9	21.6	55.4
Independent Dentists	27.1	20.3	55.9
Solo Dentists	20.8	17.5	36.3
Independent Dentists Graduating Since 1980	27.4	26.4	*

Source: American Dental Association, 1988 Survey of Dental Practice.

The tables on the following pages present information for independent dentists, solo dentists, and independent dentists graduating since 1980 about patient visits, both including and excluding hygienist appointments. The groups were also further refined to provide statistics for dentists employing hygienists within each category.

---

*The number of cases was too small to allow for reliable statistical analysis.

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS
PER WEEK, INCLUDING HYGIENIST APPOINTMENTS, 1987

	TYPE OF DENTIST				ALL - WEIGHTED	
	GENERAL PRACTITIONER		SPECIALIST			
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
APPOINTMENTS SCHEDULED	73.6	1169	112.2	383	81.2	1552
WALK-IN VISITS	2.5	1208	1.7	407	2.3	1615
EMERGENCY VISITS	4.8	1201	5.4	402	5.0	1603
SCHEDULED VISITS TREATED	68.5	1138	101.8	368	75.0	1506
TOTAL VISITS PER WEEK	76.0	1119	107.2	357	82.0	1476
NO-SHOWS	5.2	1138	8.1	368	5.7	1506

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS
PER WEEK, NOT INCLUDING HYGIENIST APPOINTMENTS, 1987

	TYPE OF DENTIST				ALL - WEIGHTED	
	GENERAL PRACTITIONER		SPECIALIST			
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
APPOINTMENTS SCHEDULED	54.1	1198	103.6	404	64.0	1602
WALK-IN VISITS	2.5	1208	1.7	407	2.3	1615
EMERGENCY VISITS	4.8	1201	5.4	402	5.0	1603
SCHEDULED VISITS TREATED	50.4	1176	94.2	392	59.1	1568
TOTAL VISITS PER WEEK	57.8	1156	99.6	379	66.0	1535
NO-SHOWS	3.7	1172	7.2	391	4.4	1563

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS
PER WEEK, INCLUDING HYGIENIST APPOINTMENTS, 1987

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
APPOINTMENTS SCHEDULED	88.4	730	117.6	88	90.8	818
WALK-IN VISITS	2.3	753	0.9	103	2.1	856
EMERGENCY VISITS	5.1	746	4.4	101	5.1	847
SCHEDULED VISITS TREATED	82.0	714	108.3	86	84.1	800
TOTAL VISITS PER WEEK	89.6	705	113.3	85	91.5	790
NO-SHOWS	6.4	714	8.1	86	6.6	800

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS PER YEAR, INCLUDING HYGIENIST APPOINTMENTS, 1987

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
APPOINTMENTS SCHEDULED	3538.2	1154	5327.5	381	3891.1	1535
WALK-IN VISITS	120.3	1208	80.0	407	112.2	1615
EMERGENCY VISITS	233.5	1201	257.2	402	238.3	1603
SCHEDULED VISITS TREATED	3308.5	1138	4810.4	368	3599.8	1506
TOTAL VISITS PER YEAR	3668.9	1119	5068.6	357	3937.5	1476
NO-SHOWS	249.4	1138	392.2	368	277.1	1506

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS PER YEAR, NOT INCLUDING HYGIENIST APPOINTMENTS, 1987

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
APPOINTMENTS SCHEDULED	2611.5	1198	4896.3	404	3069.9	1602
WALK-IN VISITS	120.3	1208	80.0	407	112.2	1615
EMERGENCY VISITS	233.5	1201	257.2	402	238.3	1603
SCHEDULED VISITS TREATED	2433.4	1176	4438.0	392	2831.8	1568
TOTAL VISITS PER YEAR	2789.2	1156	4696.5	379	3163.3	1535
NO-SHOWS	178.3	1172	348.8	391	212.2	1563

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS
PER YEAR, INCLUDING HYGIENIST APPOINTMENTS, 1987

	TYPE OF DENTIST				ALL - WEIGHTED	
	GENERAL PRACTITIONER		SPECIALIST			
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
APPOINTMENTS SCHEDULED	4261.7	716	5649.3	87	4376.8	803
WALK-IN VISITS	108.9	753	43.9	103	102.9	856
EMERGENCY VISITS	247.6	746	207.6	101	243.9	847
SCHEDULED VISITS TREATED	3960.0	714	5179.5	86	4060.3	800
TOTAL VISITS PER YEAR	4329.2	705	5422.9	85	4419.2	790
NO-SHOWS	312.1	714	382.3	86	317.9	800

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

PATIENT VISITS TO THE DENTIST

INDEPENDENT DENTISTS

NUMBER AND SOURCES OF NEW PATIENTS, 1987

	TYPE OF DENTIST				ALL - WEIGHTED	
	GENERAL PRACTITIONER		SPECIALIST			
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
NEW PATIENTS MONTHLY	20.3	1164	55.9	366	27.1	1530
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
YEARLY PERCENTAGE OF PATIENTS RECEIVED ON A REFERRAL BASIS	9.3	1144	64.2	388	20.3	1532
PERCENTAGE OF NEW PATIENTS REFERRED FROM:						
GENERAL PRACTITIONERS	2.3	1112	54.6	396	13.3	1508
SPECIALISTS	4.7	1114	7.8	388	5.4	1502
PATIENTS	73.8	1136	29.8	392	64.8	1528
DENTAL REFERRAL SERVICE	1.7	1102	1.2	384	1.6	1486
OTHER PROFESSIONALS (M.D.'s)	3.8	1107	3.4	390	3.7	1497
DIRECT MAIL OR COMMERCIAL ADVERTISEMENTS	4.6	1107	1.2	387	3.9	1494
CAPITATION OR CLOSED PANEL CONTRACTS	2.4	1107	1.1	388	2.2	1495
OTHER	4.9	1094	1.4	385	4.2	1479

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

SOLO DENTISTS

PATIENT VISITS TO THE DENTIST

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS
PER WEEK, INCLUDING HYGIENIST APPOINTMENTS, 1987

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
APPOINTMENTS SCHEDULED	73.7	886	110.6	267	80.5	1153
WALK-IN VISITS	2.5	913	1.4	286	2.3	1199
EMERGENCY VISITS	4.8	909	4.5	281	4.8	1190
SCHEDULED VISITS TREATED	68.9	861	100.9	253	74.6	1114
TOTAL VISITS PER WEEK	76.3	848	104.5	245	81.3	1093
NO-SHOWS	5.0	861	6.0	253	5.2	1114

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS
PER WEEK, NOT INCLUDING HYGIENIST APPOINTMENTS, 1987

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
APPOINTMENTS SCHEDULED	53.7	905	101.8	284	62.8	1189
WALK-IN VISITS	2.5	913	1.4	286	2.3	1199
EMERGENCY VISITS	4.8	909	4.5	281	4.8	1190
SCHEDULED VISITS TREATED	50.1	886	93.2	273	58.1	1159
TOTAL VISITS PER WEEK	57.3	872	96.8	263	64.6	1135
NO-SHOWS	3.6	882	5.2	272	3.9	1154

SOURCE: AMEICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS
PER WEEK, INCLUDING HYGIENIST APPOINTMENTS, 1987

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
APPOINTMENTS SCHEDULED	92.8	505	112.8	51	94.2	556
WALK-IN VISITS	2.2	519	1.0	64	2.1	583
EMERGENCY VISITS	5.2	515	3.6	63	5.1	578
SCHEDULED VISITS TREATED	86.0	495	99.8	49	87.0	544
TOTAL VISITS PER WEEK	93.5	492	104.2	49	94.3	541
NO-SHOWS	6.7	495	10.9	49	7.0	544

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

PATIENT VISITS TO THE DENTIST

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS PER YEAR, INCLUDING HYGIENIST APPOINTMENTS, 1987

	TYPE OF DENTIST				ALL - WEIGHTED	
	GENERAL PRACTITIONER		SPECIALIST			
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
APPOINTMENTS SCHEDULED	3543.0	873	5257.5	265	3859.0	1138
WALK-IN VISITS	119.6	913	65.6	286	109.4	1199
EMERGENCY VISITS	234.2	909	216.6	281	230.9	1190
SCHEDULED VISITS TREATED	3330.9	861	4775.1	253	3590.0	1114
TOTAL VISITS PER YEAR	3689.7	848	4944.0	245	3911.6	1093
NO-SHOWS	242.3	861	289.0	253	250.7	1114

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS PER YEAR, NOT INCLUDING HYGIENIST APPOINTMENTS, 1987

	TYPE OF DENTIST				ALL - WEIGHTED	
	GENERAL PRACTITIONER		SPECIALIST			
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
APPOINTMENTS SCHEDULED	2593.8	905	4804.8	284	3012.4	1189
WALK-IN VISITS	119.6	913	65.6	286	109.4	1199
EMERGENCY VISITS	234.2	909	216.6	281	230.9	1190
SCHEDULED VISITS TREATED	2419.6	886	4388.2	273	2786.9	1159
TOTAL VISITS PER YEAR	2768.4	872	4562.3	263	3097.2	1135
NO-SHOWS	173.7	882	249.1	272	187.8	1154

SOURCE: AMEICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

PATIENT VISITS TO THE DENTIST

SOLO DENTISTS
EMPLOYING HYGIENISTS

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS
PER YEAR, INCLUDING HYGIENIST APPOINTMENTS, 1987

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
APPOINTMENTS SCHEDULED	4474.8	493	5451.8	50	4543.4	543
WALK-IN VISITS	105.9	519	49.8	64	101.2	583
EMERGENCY VISITS	251.1	515	170.5	63	244.4	578
SCHEDULED VISITS TREATED	4164.8	495	4784.9	49	4207.3	544
TOTAL VISITS PER YEAR	4528.1	492	4997.3	49	4560.4	541
NO-SHOWS	325.4	495	509.2	49	338.0	544

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

NUMBER AND SOURCES OF NEW PATIENTS, 1987

	TYPE OF DENTIST				ALL - WEIGHTED	
	GENERAL PRACTITIONER		SPECIALIST			
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
NEW PATIENTS MONTHLY	17.5	893	36.3	259	20.8	1152
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
YEARLY PERCENTAGE OF PATIENTS RECEIVED ON A REFERRAL BASIS	9.4	876	63.7	276	19.7	1152
PERCENTAGE OF NEW PATIENTS REFERRED FROM:						
GENERAL PRACTITIONERS	2.3	835	54.6	279	12.8	1114
SPECIALISTS	4.5	835	7.4	274	5.1	1109
PATIENTS	74.7	855	31.0	276	66.2	1131
DENTAL REFERRAL SERVICE	1.7	831	1.3	270	1.6	1101
OTHER PROFESSIONALS (M.D.'s)	3.5	832	2.8	274	3.4	1106
DIRECT MAIL OR COMMERCIAL ADVERTISEMENTS	4.4	831	1.2	273	3.8	1104
CAPITATION OR CLOSED PANEL CONTRACTS	1.7	833	0.7	274	1.5	1107
OTHER	5.0	823	1.7	271	4.3	1094

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS
PER WEEK, INCLUDING HYGIENIST APPOINTMENTS, 1987

	TYPE OF DENTIST				ALL - WEIGHTED	
	GENERAL PRACTITIONER		SPECIALIST*			
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
APPOINTMENTS SCHEDULED	67.3	154	--	17	68.9	171
WALK-IN VISITS	2.7	158	--	17	2.6	175
EMERGENCY VISITS	5.1	156	--	17	5.2	173
SCHEDULED VISITS TREATED	61.1	151	--	17	62.5	168
TOTAL VISITS PER WEEK	69.0	151	--	17	70.5	168
NO-SHOWS	6.3	151	--	17	6.5	168

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS
PER WEEK, NOT INCLUDING HYGIENIST APPOINTMENTS, 1987

	TYPE OF DENTIST				ALL - WEIGHTED	
	GENERAL PRACTITIONER		SPECIALIST*			
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
APPOINTMENTS SCHEDULED	52.5	156	--	17	54.5	173
WALK-IN VISITS	2.7	158	--	17	2.6	175
EMERGENCY VISITS	5.1	156	--	17	5.2	173
SCHEDULED VISITS TREATED	48.3	154	--	17	50.1	171
TOTAL VISITS PER WEEK	56.0	153	--	17	57.9	170
NO-SHOWS	4.6	153	--	17	4.8	170

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

---

*The number of cases was too small to allow for reliable statistical analysis.

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS PER WEEK, INCLUDING HYGIENIST APPOINTMENTS, 1987

	TYPE OF DENTIST				ALL - WEIGHTED	
	GENERAL PRACTITIONER		SPECIALIST*			
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
APPOINTMENTS SCHEDULED	81.9	90	--	5	83.2	95
WALK-IN VISITS	2.5	94	--	5	2.6	99
EMERGENCY VISITS	5.5	92	--	5	5.5	97
SCHEDULED VISITS TREATED	73.5	88	--	5	74.5	93
TOTAL VISITS PER WEEK	81.7	88	--	5	82.7	93
NO-SHOWS	8.3	88	--	5	8.6	93

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

---

*The number of cases was too small to allow for reliable statistical analysis.

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS PER YEAR, INCLUDING HYGIENIST APPOINTMENTS, 1987

	TYPE OF DENTIST				ALL - WEIGHTED	
	GENERAL PRACTITIONER		SPECIALIST*			
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
APPOINTMENTS SCHEDULED	3293.1	153	--	17	3375.3	170
WALK-IN VISITS	130.4	158	--	17	130.1	175
EMERGENCY VISITS	250.9	156	--	17	257.3	173
SCHEDULED VISITS TREATED	2993.9	151	--	17	3069.5	168
TOTAL VISITS PER YEAR	3381.7	151	--	17	3463.0	168
NO-SHOWS	311.4	151	--	17	318.2	168

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS PER YEAR, NOT INCLUDING HYGIENIST APPOINTMENTS, 1987

	TYPE OF DENTIST				ALL - WEIGHTED	
	GENERAL PRACTITIONER		SPECIALIST*			
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
APPOINTMENTS SCHEDULED	2572.8	156	--	17	2673.8	173
WALK-IN VISITS	130.4	158	--	17	130.1	175
EMERGENCY VISITS	250.9	156	--	17	257.3	173
SCHEDULED VISITS TREATED	2367.8	154	--	17	2459.6	171
TOTAL VISITS PER YEAR	2746.5	153	--	17	2845.3	170
NO-SHOWS	225.0	153	--	17	233.8	170

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

---

*The number of cases was too small to allow for reliable statistical analysis.

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS
PER YEAR, INCLUDING HYGIENIST APPOINTMENTS, 1987

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST*		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
APPOINTMENTS SCHEDULED	4005.7	89	--	5	4068.7	94
WALK-IN VISITS	123.5	94	--	5	125.2	99
EMERGENCY VISITS	270.7	92	--	5	268.7	97
SCHEDULED VISITS TREATED	3598.0	88	--	5	3648.2	93
TOTAL VISITS PER YEAR	4001.0	88	--	5	4050.5	93
NO-SHOWS	407.6	88	--	5	421.1	93

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

---

*The number of cases was too small to allow for reliable statistical analysis.

NUMBER AND SOURCES OF NEW PATIENTS, 1987

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST*		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
NEW PATIENTS MONTHLY	26.4	157	--	17	27.4	174
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
YEARLY PERCENTAGE OF PATIENTS RECEIVED ON A REFERRAL BASIS	10.7	152	--	17	14.9	169
PERCENTAGE OF NEW PATIENTS REFERRED FROM:						
GENERAL PRACTITIONERS	2.4	156	--	17	6.0	173
SPECIALISTS	4.2	154	--	17	4.7	171
PATIENTS	69.4	157	--	17	66.4	174
DENTAL REFERRAL SERVICE	1.9	154	--	17	1.9	171
OTHER PROFESSIONALS (M.D.'s)	3.8	155	--	17	3.8	172
DIRECT MAIL OR COMMERCIAL ADVERTISEMENTS	9.6	155	--	17	9.1	172
CAPITATION OR CLOSED PANEL CONTRACTS	1.5	154	--	17	1.4	171
OTHER	6.8	154	--	17	6.3	171

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

---

*The number of cases was too small to allow for reliable statistical analysis.

SURVEY METHODOLOGY

The 1988 Survey of Dental Practice (SDP) was an updated version of the long-form 1985 SDP. This survey was sent to 4% of the dentists who were known to be actively engaged in the private practice of dentistry. The purpose of the survey is to provide reliable information on characteristics of the private practice of dentistry in the United States.

Sampling

The population consisted of 133,823 dentists who, based on the 1982 Distribution of Dentists, were known to be in private practice, even if only part-time.

The Distribution of Dentists is a dental census that is conducted periodically by the Bureau of Economic and Behavioral Research of the American Dental Association. Although the 1982 distribution was the most recent complete census at the time the sample was drawn, the sampling frame is updated periodically by adding information about recent graduations, retirements, and deaths when available. Dentists with an unknown practice type were included in the sampling frame.

The sample was ordered by type of practice (general practitioner or specialist). Within each type, the sample was sorted by dental school and graduation year. A random sample from each type of practice was selected. Since specialists comprise a small percentage of the dental population, it was necessary to oversample them to ensure adequate numbers for statistical analysis (i.e., the proportion of specialists sampled is higher than the actual percentage of specialists in the population). It should be noted that the sample was drawn in such a way as to make statements about general practitioners and specialists as a whole. For any given specialty, there may not have been enough dentists responding to make reliable statements about that individual specialty.

Data Collection

The 1988 SDP was initially mailed in April 1988. Two follow-up mailings to non-respondents occurred in May and June 1988. A telephone follow-up to non-respondents was conducted in July and August 1988. Coding, hand-editing, and computer processing were completed in October 1988. The final response rate was computed after the individuals who were either retired, disabled, deceased, not in private practice, or had unknown addresses were eliminated from the sample. The adjusted sample size was used to calculate the final response rate of 43.1%.

Weighting the Sample

Since the proportion of specialists in the sample is higher than the actual percentage in the dental population, it is necessary to account for this imbalance when making statements about the total dental population. This correction is accomplished by developing and applying a weighting factor to each sampled dentist.

Weights were calculated for general practitioners and specialists separately, by dividing the percentage of each in the population by the percentage in the sample. The proportion of general practitioners in the population is 80%, specialists, 20%. The percentage of general practitioners in the sample is 74.9%, of specialists, 25.1%.

The weights were computed as follows:

General Practitioner .80/.749 = 1.068731
Specialist .20/.251 = 0.795392

These weights were employed in the calculations of means and medians for cases in which general practitioners and specialists were combined (i.e., when statements were made about "all" solo or "all" independent dentists). The weights were also used when percentages of dentists in various categories were computed. In these cases, the totals as well as the percentages are weighted, making the totals smaller or larger than those for the actual sample.

DEFINITIONS

Definitions of several terms and phrases are provided in this section to assist with the interpretation of data contained in the tables in this and other reports. In general, the dentists included in this report were working in private practice as a primary occupation. In addition, all dentists had started in their current (i.e., 1987) practice prior to 1987.

All Dentists: This group of dentists contains all dentists responding to the survey, including those who are employed by a dentist or dental practice, rather than owning or sharing in the ownership of a practice.

Dental Practice Personnel (All Staff): This group includes dental hygienists, chairside assistants, dental laboratory technicians, secretary/receptionists, bookkeepers and business personnel. Dentists employed by the practice are **NOT** included.

Full-Time and Part-Time: For purposes of this report, full-time was defined as working in the practice at least 32 hours per week. Part-time was defined as working in the practice less than 32 hours per week.

Hourly Salary: The hourly salary reported is computed by dividing the weekly salary by the number of hours worked.

Independent Dentists: An independent dentist owns or shares in the ownership of a dental practice. This ownership status includes sole proprietors, partners, and those who are shareholders in an incorporated practice.

Mean: The mean is the simple average of values reported by the dentists responding to the survey. The mean is calculated by summing the values reported and then dividing the sum by the number of dentists responding to the question.

Mean Per Year: The mean per year is the average value reported for a year's period of time (e.g., mean number of appointments per year). The per year figures were determined by multiplying the per week values by the number of weeks worked that year.

Nonowner Dentists (Employed): A nonowner dentist may be employed in an incorporated or unincorporated dental practice on a salary, commission, percentage, or associate basis. A nonowner dentist may be an independent contractor, but he may not be a shareholder in an incorporated practice.

Nonsolo Dentists: Nonsolo dentists work in a dental practice with at least one other dentist. Some of these dentists may be employed by the owner dentists in the practice.

No-Shows: The total of patient no-shows is defined as the difference between the number of appointments scheduled and the number of scheduled visits treated. It was assumed that the number of scheduled visits treated was equal to or less than the number of appointments scheduled.

Regions: The following is a breakdown of the states in each region.

New England: CT, MA, ME, NH, RI, VT
Middle Atlantic: NJ, NY, PA
East North Central: IL, IN, MI, OH, WI
West North Central: IA, KS, MN, MO, ND, NE, SD
South Atlantic: DE, MD, DC, FL, GA, NC, SC, VA, WV
East South Central: AL, KY, MS, TN
West South Central: AR, LA, OK, TX
Mountain: AZ, CO, ID, MT, NV, NM, UT, WY
Pacific: AK, CA, HI, OR, WA

Scheduled Visits Treated: Scheduled appointments that were kept by the patients.

Solo Dentists: A solo dentist is the sole owner of the practice and is the only dentist working in the practice. The dentist may be either a sole proprietor or the sole shareholder in an incorporated practice. Solo dentists are a subset of independent dentists.

Total Patient Visits: Total patients visits is the sum of walk-in visits, emergency visits, and scheduled visits that were treated (i.e., excluding no-shows).

Weighting: Since specialists comprise a smaller percentage of the dental population, it was necessary to oversample them to insure adequate numbers for statistical analysis. The proportion of specialists in the sample is higher than the actual proportion of specialists in the total population of dentists. Please note that individual specialties were not oversampled, and, therefore, only statistics on specialists as a group are presented. Statistics computed for all dentists were weighted to reflect national proportions.

ADA

American
Dental
Association

211 East Chicago Avenue
Chicago, Illinois 60611
312 440-2500

1988 Survey of Dental Practice

Please answer all questions by **circling** the number corresponding to the most appropriate response except where a fill in the blank is requested

1 Which of the following best describes your **primary and/or secondary occupation(s)** during 1987? (Please circle one response for **each** column)

		Primary Occupation	Secondary Occupation
a	Private practice (full- or part-time)	00	00
b	Dental school faculty/staff member	01	01
c	Armed Forces	02	02
d	Other federal services (e g VA PHS)	03	03
e	State or local government employed	04	04
f	Hospital staff dentist	05	05
g	Intern/resident	06	06
h	Other student	07	07
i	Other health/dental organization staff member (e g NIDR)	08	08
j	Not in practice	09	09
k	Retired	10	10
l	Occupation unrelated to dentistry	11	11
m	**No secondary occupation**	—	12

Please complete the remainder of this questionnaire if you were in **private practice** during any part of 1987
If you were **not involved** in the **private practice** of dentistry during **any part** of 1987 please return the questionnaire Thank you

Individual Dentist Questions

The following questions pertain to you as an individual private practitioner If you changed practices (i e worked in more than one **primary practice** during 1987), please give information on the practice in which you treated patients for the greatest number of months

2a Were you **announcing yourself and practicing** as a specialist in an ADA recognized specialty area (dental public health, endodontics oral and maxillofacial surgery, oral pathology, orthodontics pediatric dentistry, periodontics, or prosthodontics) in your **primary practice** in 1987?

Yes	1
No (Skip to question 3)	2

b Which **one** of the following specialties are you actively practicing?

Oral and maxillofacial surgery	10
Endodontics	15
Orthodontics	20
Pediatric dentistry	30
Periodontics	40
Prosthodontics	50
Oral pathology	60
Public health	82

3 In what year did you **first** become associated with the **primary practice** where you practiced during 1987? 19 ______

4 Which **one** of the following **best** describes your employment status when you **first** became associated with that practice?

a	Sole proprietor (i e the only owner) in an unincorporated dental practice	1
b	Partner in a complete or limited partnership	2
c	Shareholder in an incorporated dental practice	3
d	Employed in an incorporated dental practice on a salary, commission percentage or associate basis but not a shareholder	4
e	Employed in an unincorporated dental practice on a salary, commission percentage or associate basis	5
f	Independent contractor	6
g	Other please specify ______	

5 Which **one** of the following **best** describes your employment status in that practice during 1987?

a	Sole proprietor (i e the only owner) in an unincorporated dental practice	1
b	Partner in a complete or limited partnership	2
c	Shareholder in an incorporated dental practice	3
d	Employed in an incorporated dental practice on a salary, commission percentage or associate basis but not a shareholder	4
e	Employed in an unincorporated dental practice on a salary, commission percentage or associate basis	5
f	Independent contractor	6
g	Other please specify ______	

6 Please answer the following about the time **you personally** spent in your primary practice during 1987

a Total number of weeks worked (excluding vacation) ______ weeks

b Total number of **hours per week** spent in the practice ______ hours per week

c Number of hours per week spent **treating patients** in the practice ______ hours per week

d Estimate the average scheduled length of an appointment in 1987 ______ minutes

e During a typical week what percentage of your **time treating patients** in the **primary practice** was devoted to each of the following procedures? (If none enter zero)

	Percentage of Time Per Week
Diagnostic (exams x-rays etc)	______ %
Preventive (fluoride treatments prophylaxis, patient education, pit and fissure sealants etc)	______ %
Operative (restoration amalgams inlays etc)	______ %
Prosthodontic	______ %
Endodontic	______ %
Periodontic	______ %
Orthodontic	______ %
Oral and maxillofacial surgery	______ %
General services (anesthesia patient management counseling miscellaneous)	______ %
Total	**100%**

7 The following represent possible contractual **agreements** with third parties. Indicate if **any** apply to you in your practice by estimating the percentage of patients involved in each. Enter a zero if the category does not apply.

	Percentage of Patients
a Service benefit plan participating agreement (e.g., Delta Dental Plan or Blue Cross and Blue Shield with participating agreement)	____ %
b Capitation (e.g., Prudential DMO, Safeguard Health Plans, CIGNA Dental Health)	____ %
c Fee schedule agreement (e.g., agreement with any insurance company that is contracting with Insurance Dentists of America)	____ %
d Straight risk pool (e.g., Individual Practice Association Program)	____ %
e Capitation-risk pool combination (e.g., Delta Dental Pacesetter Program)	____ %
f Discount of usual fees agreement (e.g., Aetna Fast Track Program)	____ %
g Other contractural agreement	____ %

8 During the entire year of 1987 indicate the **total** number of **patients you treated** in the **primary practice.** (This number should be different than the total number of appointments below.) ____ total patients

9 Please indicate the following regarding patient care that **you personally** provided in the **primary practice** during 1987.

The average number of:

a **Appointments scheduled** per week (**excluding** those with hygienist appointments only)	____ appointments per week
b **Walk-in visits** per week that **you** treated (i.e., non-emergency and no appointment scheduled). If none, enter zero.	____ visits per week
c **Emergency visits** per week that **you** treated (i.e., no appointments scheduled). If none, enter zero.	____ visits per week
d **Scheduled visits** per week that **you actually** treated (**excluding** those with hygienist appointments only)	____ visits per week

10 During a typical week, approximately what percentage of your time treating patients in your **primary practice** was devoted to implant services? (If none, enter zero.) ____ %

11 Which **one** of the following best describes **you** in your **primary practice** during 1987?

	Busyness
a Too busy to treat all people requesting appointments	1
b Provided care to all who requested appointments but was overworked	2
c Provided care to all who requested appointments and was not overworked	3
d Not busy enough, could have treated more patients	4

Entire Primary Practice Characteristics

12 What was the zip code of your **primary practice** during 1987? ____ zip code

13 **Including yourself,** please indicate the number of full- or part-time **dentist positions** in the **entire primary practice** during 1987. (If none, enter zero.)

	Number of Dentist Positions
a Number of **owner** dentists (i.e., sole proprietor, partners, or shareholders)	
b Number of **non-owner** dentists (i.e., employed dentists, associates and non-shareholders). If none, enter zero.	

14 **Including yourself,** please indicate the number of full- and part-time **dentist positions** in each of the following practice areas in the **primary practice** during 1987.

	Number of Dentist Positions	
	full-time	**part-time**
a General practice		
b Oral and maxillofacial surgery		
c Endodontics		
d Orthodontics		
e Pediatric dentistry		
f Periodontics		
g Prosthodontics		
h Oral pathology		
i Public health		
j Other, please specify ____		

15 Please indicate the number of full-time (32 hours per week or more) and part-time (less than 32 hours per week) **employee positions** in the **primary practice** during 1987. (If none, enter zero.)

	Number of Employee Positions	
	full-time	**part-time**
a Dental hygienist(s)		
b Chairside assistant(s)		
c Secretary/receptionist(s)*		
d Dental laboratory technician(s)		
e Bookkeeper, business personnel		
f Other, please specify ____		

***Note:** A secretary or receptionist who also provides chairside assistance at least 50% of the time should be counted as a chairside assistant.

16 For the **entire primary practice,** indicate the number of chairside assistants (full- and part-time) employed in 1987 who received formal training in a structured program.

a Full-time ____

b Part-time ____

17 Please provide the following regarding all dental hygienist(s) appointments and visits in the **entire primary practice** during 1987. (If no hygienists were employed, skip to question 19.)

The average number of:

	Dental Hygienist(s)
a **Appointments scheduled** per week primarily for hygienist(s) treatment	____ appointments per week
b **Scheduled visits** per week that were actually treated by all hygienist(s)	____ visits per week

18 Please provide the following for **each dental hygienist** in the **entire primary practice** during 1987. If the practice did not employ someone in these positions, please check the appropriate box.

	Not Applicable (Please check box.)	Annual Salary/ Commission (in dollars)	Weeks Worked per Year	Hours Worked per Week	Length of Experience Prior to Employment in this Practice		Length of Employment in this Practice	
		per year	weeks	hours	years	months	years	months
Dental Hygienist(s):								
Position #1	☐	$						
Position #2	☐	$						
Position #3	☐	$						
Position #4	☐	$						

19 Please provide the following for **each employee** in the **entire primary practice** during 1987. If the practice did not employ someone in these positions, please check the appropriate box.

	Not Applicable (Please check box.)	Weekly Salary (in dollars)	Hours Worked per Week	Length of Experience Prior to Employment in this Practice		Length of Employment in this Practice	
		per week	hours	years	months	years	months
Chairside Assistant(s):							
Position #1	☐	$					
Position #2	☐	$					
Position #3	☐	$					
Position #4	☐	$					
Position #5	☐	$					
Secretary/Receptionist(s):							
Position #1	☐	$					
Position #2	☐	$					
Position #3	☐	$					
Dental Laboratory Technician(s):							
Position #1	☐	$					
Position #2	☐	$					
Bookkeeping/Business Personnel:							
Position #1	☐	$					
Position #2	☐	$					

Please use the following space to provide information for **all personnel not included above in questions 18 and 19.**

	$					
	$					
	$					
	$					
	per week	hours	years	months	years	months

20 For the **entire primary practice** in 1987 please indicate the following regarding the employment of auxiliary staff (If none enter zero)

	Dental Hygienists	**Chairside Assistants**
a Number of open positions		
filled in 1987	______	______
unfilled in 1987	______	______
b Average number of weeks position(s) was open	______	______

21 What is the estimated starting salary in your **primary practice** for the following auxiliary positions with no prior experience?

	Starting Salary
a Dental hygienist	$ ______ /hour
b Chairside assistant	$ ______ /hour

22 In the **primary practice** during 1987 indicate whether or not and to whom the following benefits were offered (If the practice did not offer the benefit please check the appropriate box)

	Not Offered	**Dental Hygienist(s)**	**Chairside Assistant(s)**	**Dental Laboratory Technician(s)**	**Secretary/ Receptionist(s)**
a Medical insurance	☐	1	2	3	4
b Dental insurance (or reduced costs)	☐	1	2	3	4
c Separate malpractice insurance	☐	1	2	3	4
d Life insurance	☐	1	2	3	4
e Profit sharing	☐	1	2	3	4
f Pension plan	☐	1	2	3	4
g Paid sick leave	☐	1	2	3	4
h Paid vacation days	☐	1	2	3	4
i Reimbursement for professional organization dues	☐	1	2	3	4
j Reimbursement for continuing education courses	☐	1	2	3	4
k Incentive program					
percent of total production	☐	1	2	3	4
percent of production above certain limits	☐	1	2	3	4
set bonus if budgeted goals are met	☐	1	2	3	4
l Other please specify ______________________					

23 Which of the following personnel in your **primary practice** use gloves mask protective eyewear or gowns when working with all or selected patients?

	Gloves			**Mask**			**Protective Eyewear**			**Protective Gowns**		
	all	**some patients**	**none**	**all**	**some patients**	**none**	**all**	**some patients**	**none**	**all**	**some patients**	**none**
a Dentist (self)	1	2	3	1	2	3	1	2	3	1	2	3
b Dental hygienist(s)	1	2	3	1	2	3	1	2	3	1	2	3
c Chairside assistant(s)	1	2	3	1	2	3	1	2	3	1	2	3
d Other please specify ______	1	2	3	1	2	3	1	2	3	1	2	3

24 Approximately how long have **you personally** used the following barrier techniques?

	Number of Years	**Number of Months**	**Do not use (Check box.)**
a Gloves	______	______	☐
b Mask	______	______	☐
c Protective eyewear	______	______	☐
d Protective gowns	______	______	☐

25 If **you** wear gloves do you change them after every patient?

Yes	1
No	2
Not applicable	3

26a Did the **primary practice** utilize computer processing services during 1987?

Yes	1
No (Skip to question 27.)	2

b Were these computer services provided by an

In-house computer?	1
Outside computer service? (Skip to question 26d.)	2
Other, please specify ______________________	

c Who was the primary user of the computer system?

Dentist(s)	1
Secretary/receptionist(s)	2
Bookkeeping/business personnel	3
Other, please specify ______________________	

d For which of the following functions was a computer utilized? (Please circle as many as apply.)

Patient accounting and billing	1
Maintaining expense records	2
Processing insurance forms	3
Maintaining treatment records	4
Diagnosis and monitoring of treatment	5
Scheduling patients	6
Office newsletters	7
Form letters	8
Other, please specify ______________________	

e Which of the following was most important in your choice of a computer?

Price	1
Service/support	2
Training	3
Hardware	4
Software	5
Other, please specify ______________________	

f How were you introduced to your computer?

Advertisement	1
Trade show	2
Mailing	3
Telephone call	4
Other, please specify ______________________	

g If given the opportunity, would you purchase the same computer system again?

Yes	1
No	2

h Is your computer

Single user?	1
Multi user?	2

If given the opportunity to purchase another computer system, which of the following would be most important to you?

Price	1
Service/support	2
Training	3
Hardware	4
Software	5
Other, please specify ______________________	

27 In the **entire primary practice** during 1987

a What was the total number of operatories? __________ operatories

b How many of these were fully-equipped operatories (i.e., where a dentist can perform at least restorative dentistry)? __________ operatories

c What was the total square feet of office space? __________ square feet

28 Did the **primary practice** operate its own dental laboratory during 1987?

Yes	1
No	[illegible]

29 Were any of the following items of equipment utilized by the **primary practice** during 1987?

	Yes	**No**
a Composite light curing unit	1	2
b High speed air handpiece with fiber optics	1	2
c Panoramic x-ray unit	1	2
d Ultrasonic or sonic scaling unit	1	2
e Electrosurgical unit	1	2
f Nitrous oxide analgesic equipment	1	2
g Modular instrument delivery system (wall divider)	1	2
h Automatic x-ray film processor	1	2
i Autoclavable handpiece	1	2
j Scavenger system for nitrous oxide	1	2
k Intraoral video camera	1	2
l Laser	1	2
m Biological indicator (spore test)	1	2

30 Which of the following **best** describes your **primary practice** location during 1987?

a Metropolitan area with a population greater than 500,000	
central city location	1
suburban location	2
b Metropolitan area with a population between 100,000 and 500,000	
central city location	3
suburban location	4
c City of 50,000-99,999 population	5
d City of 20,000-49,999 population	6
e Rural (less than 20,000 population)	7

31 Which of the following **best** describes the building where the **primary practice** was located during 1987?

a Home	1
b Professional building	2
c Shopping center	3
d Other commercial building	4

32 Do either of the following characterize your **primary practice** where you worked in 1987?

	Yes	**No**
a Retail or drug store facility	1	2
b Franchise (practice marketed under a trade name)	1	2

33 a In 1987, was your **primary practice** located in more than one office?

Yes	1
No (Skip to question 34.)	2

b If yes, indicate the number of offices associated with your **primary practice** __________

If you were a solo practitioner during 1987, please skip to question 36.

34 Please indicate the following regarding patient care by the **entire primary practice** during 1987.

The average number of:	**Entire Practice**
a. **Appointments scheduled** per week (**excluding** those with hygienist appointments only)	____ appointments per week
b. **Walk-in visits** per week that were treated (i.e., non-emergency and no appointment scheduled) If none, enter zero	____ visits per week
c. **Emergency visits** per week (i.e., no appointment scheduled) If none, enter zero	____ visits per week
d. **Scheduled visits** per week that were **actually** treated (**excluding** those with hygienist appointments only)	____ visits per week

35 During the entire year of 1987, indicate the **total** number of **patients** treated by the **primary practice.** (This number should be different than your total number of appointments above.) ____ total patients

36 Approximately what percentage of the **entire practice's** yearly patients are received on a referral basis from another practice, dentist or physician? ____ %

37a During a typical month, about how many **new patients** were treated in the **entire primary practice** where you practiced in 1987? (If none, enter zero and skip to question 38.) ____ new patients per month

b For 1987, please indicate the percentage of **new patients** from the following sources. (If none, enter zero.)

	Entire Practice Sources of New Patients
Other dentists	
General practitioners	____ %
Specialists	____ %
Patients	____ %
Dental referral service	____ %
Other professionals (e.g., M.D.'s)	____ %
Direct mail or commercial advertising (TV, radio, newspaper, etc.)	____ %
Capitation/closed panel contracts	____ %
Other, please specify ____	____ %
Total	**100%**

38 For the **entire primary practice** during 1987, how long did an average patient of record and average new patient have to **wait:**

	Entire Practice Waiting Time **patient of record**	 **new patient**
a. For the **initial appointment** of a series (excluding emergency cases)?	____ days	____ days
b. To see a dentist **after** the patient arrived for a **scheduled appointment?**	____ minutes	____ minutes

39 Of the **52 weeks** in 1987, how many weeks was the **primary practice** scheduled to be open (not including emergency cases) to provide care to patients? ____ weeks

40 Approximately what percentage of the patients who visited the primary practice:

	Entire Practice Patient Characteristics
a. were	
14 years of age or younger?	____ %
15 to 64 years of age?	____ %
65 years of age or older?	____ %
Total	**100%**
b. were members of families whose annual income is estimated to be	
under $10,000?	____ %
$10,000 to 29,999?	____ %
$30,000 or more?	____ %
Total	**100%**
c. were	
covered by a private insurance program that pays or partially pays for their dental care?	____ %
covered by a public assistance program that pays or partially pays for their dental care?	____ %
not covered by an insurance program?	____ %
Total	**100%**
d. were	
male?	____ %
female?	____ %
Total	**100%**
e. were physically handicapped and/or mentally handicapped?	____ %
f. were members of a racial minority?	____ %

41 Please indicate the percentage of patients who travelled various distances (from work or home) to your **primary practice** office.

a. Patients close (within walking distance or within 1-10 minute drive or transportation)	____ %
b. Patients within 11-39 minutes drive or transportation	____ %
c. Patients within 40 or more minute drive or transportation	____ %
Total	**100%**

42 For each of the dental procedures listed below, indicate the usual fee the **entire primary practice** charged during 1987. (If you usually provided the procedure free of charge, enter zero in the appropriate blank. If the procedure is not routinely performed, check the appropriate box.) Please do not report ranges.

		Not Done	**Usual Fee**
a	Periodic oral examination (excluding radiograpahs)	☐	$
b	Bitewing radiographs, for films	☐	$
c	Dental prophylaxis, for adults	☐	$
d	Pit and fissure sealant, per tooth	☐	$
e	Topical fluoride treatment (including prophylaxis), child	☐	$
f	Amalgam restoration, one surface, permanent (including polishing)	☐	$
g	Fixed unilateral space maintainer	☐	$
	restoration	☐	$
i	Root canal therapy—molar (includes treatment plan, clinical procedures and follow-up care, excluding final restoration), one canal	☐	$
j	Periodontal scaling and root planing—per quadrant	☐	$
k	Complete upper acrylic-base denture, including six-months post-delivery care	☐	$
l	Extraction (including local anesthesia and post-operative care), single tooth	☐	$

43 What was **your** 1987 net income (after practice expenses and business taxes) from: (Please include salary, commission and/or dividends.)

		Net Income
a	Your primary practice?	$
b	Your secondary practice (if applicable)?	$
c	Other income from dentistry (i.e., teaching, research, other practice, etc.)?	$

44 In the **entire primary practice,** what was the total amount of fees charged for the dental care provided during 1987 (annual billing)? $

45 What percentage of the **gross receipts** were received: (If none, enter zero.)

		Gross Receipts
a	As direct patient payment?	%
b	As payment from government programs (e.g., Medicare, Medicaid, or other public insurance)?	%
c	As direct payment from private insurance carriers?	%
d	From other sources of payment? Please specify ______	%
	Total	**100%**

46 During 1987, were any of the expenses of the **entire primary practice** (dental facilities or staff) shared with other dentists?

Yes	1
No	2

If you shared expenses (dental facilities or staff) with any other practices, please report **only your entire primary practice's** share of the expenses.

47 For each item below, what were the **total professional expenses** for the **entire primary practice** during 1987? (If no expenses were incurred for specific items, please enter zero.)

		Expenses
a	Yearly rent	$
b	Yearly mortgage (including interest)	$
c	Total salaries, wages and commissions of non-dentist employees	$
d	Total salaries, wages and commissions of employed dentists (**exclude** salaries of owner dentists or shareholders of incorporated practices)	$
e	Total salaries, wages and commissions of officers/shareholder dentists (**for incorporated practices only**)	$
f	Employee benefits of personnel, not included in salaries, (e.g., insurance, pensions, etc.)	$
g	General office supplies	$
h	Dental supplies	$
i	Commercial dental laboratory charges	$
j	Advertising expenses	$
k	Annual depreciation costs of dental and office equipment	$
l	Taxes on business and business property	$
m	Repairs of dental or office equipment	$
n	Insurance related to dental office (liability, fire, etc.)	$
o	Legal and professional fees	$
p	Professional liability (malpractice insurance)	$
q	Interest on business indebtedness (excluding mortgage)	$
r	Drugs	$
s	Utilities (telephone, electricity, etc.)	$
t	Professional expenses (travel to meetings, society dues, etc.)	$
u	Bad debts	$
v	Other, please specify ______	$
w	**Total Professional Expenses**	$

Thank you for your assistance in this important research project. Please return this questionnaire by folding and placing tape as indicated. Drop it in the mail, postage is paid.

A1475-11.4

ADA
American
Dental
Association

211 East Chicago Avenue
Chicago, Illinois 60611

The Bureau of Economic and
Behavioral Research

The 1988 Survey of Dental Practice

Dentists in Non-solo and Solo Practice

TABLE OF CONTENTS

DENTISTS IN NONSOLO AND SOLO PRACTICE

PAGE

LIST OF TABLES.................................... i

HIGHLIGHTS.. 1

INTRODUCTION...................................... 5

NONSOLO DENTISTS.................................. 6

SOLO DENTISTS..................................... 20

SURVEY METHODOLOGY................................ 30

DEFINITIONS....................................... 32

APPENDIX: THE 1988 SURVEY OF DENTAL PRACTICE QUESTIONNAIRE......................... 34

LIST OF TABLES

PAGE

NONSOLO DENTISTS

PERCENTAGE OF DENTISTS EMPLOYING FULL- OR PART-TIME PERSONNEL.......................... 9

PERCENTAGE OF DENTISTS EMPLOYING FULL- OR PART-TIME ASSISTANTS.......................... 9

PERCENTAGE OF DENTISTS EMPLOYING FULL- OR PART-TIME HYGIENTSTS.......................... 10

PERCENTAGE OF DENTISTS OFFERING BENEFITS, BY EMPLOYEE TYPE.......................... 11

NET INCOME FROM PRIVATE PRACTICE AND OTHER DENTAL SOURCES.......................... 12

SOURCES OF GROSS INCOME.......................... 12

CURRENT EMPLOYMENT STATUS.......................... 13

PATIENT AGE DISTRIBUTIONS.......................... 14

PATIENT INCOME DISTRIBUTIONS.......................... 14

PATIENT INSURANCE COVERAGE.......................... 14

PERCENTAGE OF DENTISTS EMPLOYING FULL- OR PART-TIME DENTISTS.......................... 15

NUMBER OF OTHER OWNERS BY RESPONDENT'S EMPLOYMENT STATUS.......................... 16

NUMBER OF EMPLOYEE DENTISTS BY RESPONDENT'S EMPLOYMENT STATUS.......................... 16

MEAN PRACTICE EXPENSES.......................... 17

PRACTICE MEAN GROSS INCOMES.......................... 17

MEAN NUMBER OF PATIENT VISITS.......................... 18

MEAN WEEKS AND HOURS SPENT IN THE PRACTICE.......................... 19

MEAN AND MEDIAN AGE BY GENDER AND DENTIST TYPE.......................... 19

MEAN AND MEDIAN GRADUATION YEAR.......................... 19

PAGE

SOLO DENTISTS

PERCENTAGE OF DENTISTS EMPLOYING FULL- OR PART-TIME PERSONNEL........................ 22

PERCENTAGE OF DENTISTS EMPLOYING FULL- OR PART-TIME ASSISTANTS........................ 22

PERCENTAGE OF DENTISTS EMPLOYING FULL- OR PART-TIME HYGIENISTS........................ 23

PERCENTAGE OF DENTISTS OFFERING BENEFITS, BY EMPLOYEE TYPE........................ 24

NET INCOME FROM PRIVATE PRACTICE AND OTHER DENTAL SOURCES........................ 25

SOURCES OF GROSS INCOME........................ 25

CURRENT EMPLOYMENT STATUS........................ 25

PATIENT AGE DISTRIBUTIONS........................ 26

PATIENT INCOME DISTRIBUTIONS........................ 26

PATIENT INSURANCE COVERAGE........................ 26

MEAN PRACTICE EXPENSES........................ 27

PRACTICE MEAN GROSS INCOMES........................ 27

MEAN NUMBER OF PATIENT VISITS........................ 28

MEAN WEEKS AND HOURS SPENT IN THE PRACTICE........................ 29

MEAN AND MEDIAN AGE BY GENDER AND DENTIST TYPE........................ 29

MEAN AND MEDIAN GRADUATION YEAR........................ 29

HIGHLIGHTS

- * The average number of hours per week a dentist spent in his or her office was virtually the same for solo and nonsolo dentists. Nonsolo dentists averaged 37.7 hours in the office, and solo dentists averaged 37.6 hours. Similarly, there was little difference between nonsolos and solos in hours per week spent treating patients, with nonsolo dentists reporting an average of 33.3 hours compared to 33.5 for solo dentists.

- * The average age of solo dentists (47.0 years) was about three years greater than that of nonsolo dentists (43.9 years). This difference was consistent within gender for males, with solo male dentists' average age 3.0 years greater than nonsolo males. Among females, there was little age difference (36.8 years of age among solo females and 36.7 years of age among nonsolo females).

- * The average number of patient visits per week (excluding hygienist visits) was almost the same among nonsolo (66.9) and solo (64.5) dentists. Among both nonsolo and solo dentists, specialists reported more patient visits per week than did GPs.

- * Nonsolo dentists treated an average of 1.8 patients per hour, while solo dentists treated 1.7. Among general practitioners, the figure was 1.5 for both nonsolos and solos. The same pattern held for nonsolo and solo specialists; specialists in both groups reported treating 2.7 patients per hour.

- * There were no striking differences between patients of nonsolo and solo dentists. Among both nonsolo and solo dentists, the majority of patients were between 15 and 65 years of age and were covered by private insurance. Approximately half of the patients of both nonsolo and solo dentists had estimated annual incomes of $30,000 plus, and approximately 42% earned between $10,000 and $29,999.

- Net income from private practice was higher among nonsolo dentists ($90,656) than among solo dentists ($77,284). This held true among GP and specialist groups where the nonsolo dentists earned more than their solo counterparts.

- Both nonsolo and solo dentists had total practice expenses amounting to approximately seventy percent of their practice gross incomes. The table below presents a summary of the ratio of total practice expenses to total practice gross income.

Practice Expenses as a Percentage of Practice Gross Income for Nonsolo and Solo Dentists, 1987

	General Practitioners	Specialists	All
Nonsolo	73.1%	72.3%	72.2%
Solo	68.5	66.2	67.8

Source: American Dental Association, 1988 Survey of Dental Practice.

- As expected, substantial differences occur between nonsolo and solo dentists in the total number of personnel employed. Over eighty percent (85.9%) of the nonsolo dentists reported having four or more (full- or part-time) employees, compared to 48.1% for solo dentists.

- Nearly half (49.6%) of the solo dentists did not employ full- or part-time dental hygienists, while only 29.9% of all nonsolo dentists did not employ hygienists. The largest percentage of solo dentists employed only one chairside assistant (45.9%), but almost as large a percentage (42.8%) employed two or more assistants. Nonsolo dentists tended to employ more assistants than solo dentists; only 14.3% of nonsolo dentists employed one assistant while 83.3% employed two or more assistants.

* The following table illustrates the employment of hygienists and chairside assistants among nonsolo and solo dentists.

Percent of Nonsolo and Solo Dentists
Employing One or More Hygienist or
Chairside Assistant, 1987

	General Practitioners	Specialists	All
	Percent Employing Hygienists		
Nonsolo	80.3%	33.8%	70.1%
Solo	56.8	22.5	50.4
	Percent Employing Chairside Assistants		
Nonsolo	97.4%	97.9%	97.5%
Solo	87.9	92.5	88.8

Source: American Dental Association, 1988 _Survey of Dental Practice_.

* The graphs on the next page illustrate the percentages of nonsolo and solo dentists who offer certain benefits to their employees. For all types of benefits surveyed, higher percentages of nonsolo dentists provided these benefits for their employees than did solo dentists. For example, nearly two thirds (63.7%) of nonsolo dentists who employed personnel provided medical insurance for these personnel while only 48.3% of solo dentists with personnel provided this benefit. The most popular benefit for both groups of dentists was paid vacation days, with 93.9% of nonsolo dentists with employees and 89.1% of solo dentists with employees providing this benefit. Paid sick leave was provided by about three quarters of both groups of dentists and was the second most popular benefit offered.

FIGURE 1

PERCENTAGE OF DENTISTS OFFERING BENEFITS

NONSOLO DENTISTS EMPLOYING PERSONNEL, 1987

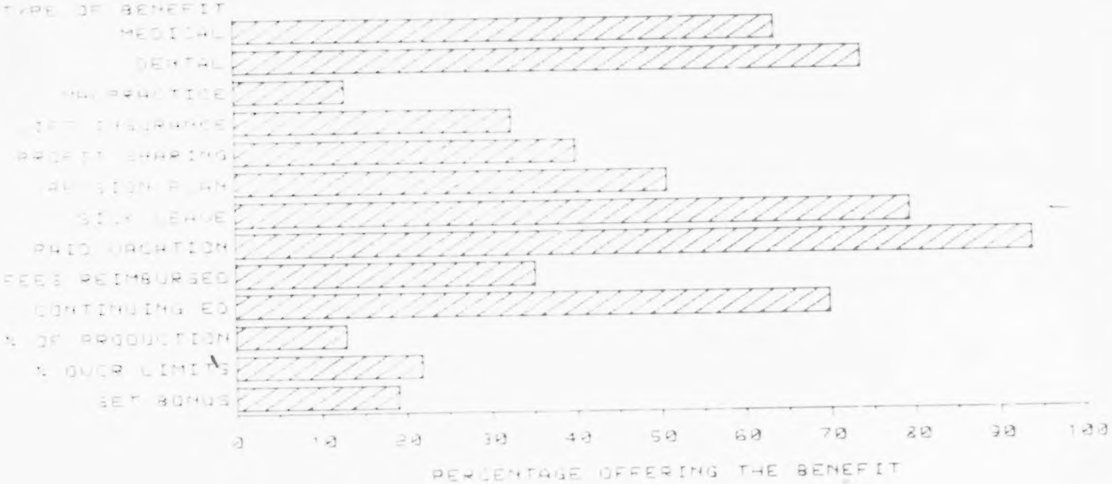
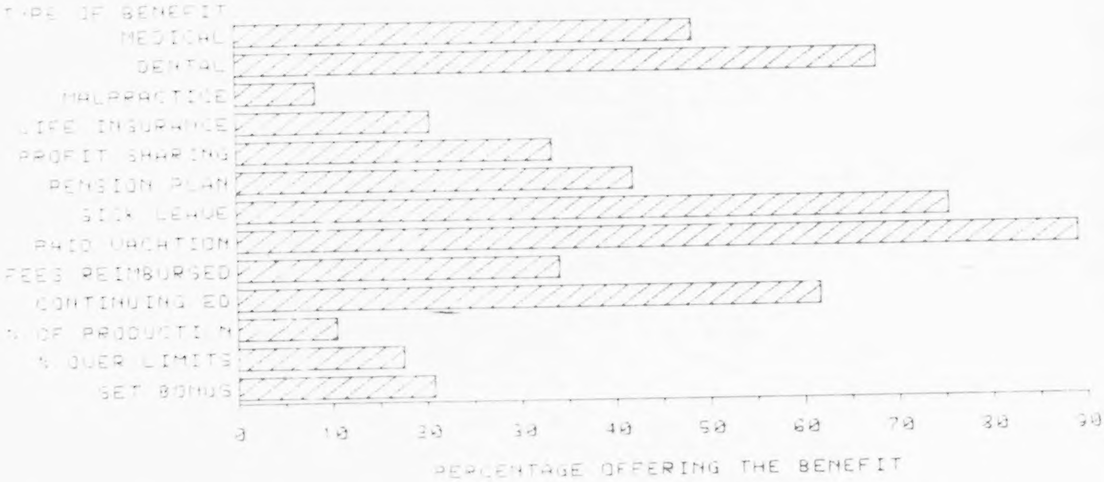


FIGURE 2

PERCENTAGE OF DENTISTS OFFERING BENEFITS

SOLO DENTISTS EMPLOYING PERSONNEL, 1987



SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

For more detailed information, please see the tables on pages eleven and twenty-four.

INTRODUCTION

This report provides descriptive statistics drawn from the 1988 Survey of Dental Practice on nonsolo and solo private practitioners in the United States for the year 1987. Topics covered include the dentists' practice status, characteristics of patients, employment of auxiliary personnel, and income and expenditures for the practice and the dentist.

Tables are presented separately for nonsolo and solo dentists. Each section is preceded by a brief summary citing statistics on responding dentists in each category. The tables present detailed data broken down by specialty status for each of the two categories.

The sample used in this survey was a sample of dentists and NOT a sample of dental practices. Responses were obtained from individual dentists, not the practice as a whole

Since data was not collected from all dentists in a nonsolo practice, answers to certain questions cannot be provided. For example, the average dentist age per practice is not available since the age of each dentist in a practice was not collected; only the age of the respondent dentist is available.

Nonsolo Dentists

The predominant type of employment among nonsolo dentists was shareholding in an incorporated practice. Of all nonsolo dentists surveyed, 34.3% were shareholders in an incorporated practice. Over half (55.0%) of nonsolo specialists and 28.5% of nonsolo GPs reported that they were shareholders. Nonsolo general practitioners exhibited a greater tendency for sole proprietorship than did specialists, with 27.1% citing sole proprietorship as their current employment status, compared to 13.1% for nonsolo specialists.

The majority of patients (50.7%) seen by all nonsolo dentists had annual family incomes of $30,000 or more. Nonsolo general practitioners estimated that an average of 48.8% of their patients had family incomes in this range, with specialists reporting an average of 58.7%.

Approximately 62.5% of the patients seen by all nonsolo dentists were covered by private insurance programs. The percentages were fairly consistent for nonsolo general practitioner and specialist groups.

Nonsolo dentists had an average of 66.9 patient visits per week (excluding hygienist visits). Nonsolo specialists had a greater average number (102.7). Nonsolo general practitioners reported an average of 57.6 patient visits per week.

All nonsolo dentists treated an average of 1.8 patients per hour. Nonsolo specialists reported a slightly higher average, 2.7 patients per hour, and nonsolo general practitioners reported an average of 1.5.

Over eighty percent (85.9%) of all nonsolo dentists employed four or more employees. Only 14.0% of nonsolo dentists employed one to three employees, and only 0.2% had no employees.

The average net income derived from private practice was $90,656 for all nonsolo dentists. Nonsolo general practitioners reported an average of $76,957 while nonsolo specialists reported an average of $142,371.

All nonsolo dentists earned an average of 2.9% of their total income (net income from private practice plus income from other dental sources) from other dental sources. The percentages were fairly consistent for nonsolo general practitioner and specialist groups.

Approximately the same percentage of gross income was paid by direct patient payment (47.3%) as was paid by private insurance (46.4%). An average of only 4.8% of gross income was paid by government programs.

Total practice expenses for all nonsolo dentists averaged $311,717. Of this, 59.0% was accounted for by wage payments, 14.4% by laboratory charges, and 15.6% by purchases of dental supplies. Total practice expenses averaged $279,050 for nonsolo general practitioners and $441,607 for specialists.

All nonsolo dentists reported an average annual practice gross income of $431,992. Gross income was substantially higher for nonsolo specialist practices, $610,552, and lower for nonsolo GP practices, $381,695. Gross income per dentist in a nonsolo practice averaged $169,323 among all nonsolo dentists, $149,234 for nonsolo general practitioners, and $240,641 for nonsolo specialists.

Of all nonsolo dentists, 49.2% reported employing one full- or part-time dentist. Just over one-half (51.1%) of nonsolo general practitioners employed one full- or part-time dentist, while 40.0% of nonsolo specialists did. Almost half (48.8%) of nonsolo specialists reported employing no full- or part-time dentists. Of those nonsolo dentists who shared ownership of their practices with partners, most (78.2%) had only one partner. Only 14.9% had two partners, and 7.0% shared ownership with three or more partners. Among shareholder nonsolos, 36.9% were the sole shareholders in their practices, 44.0% shared ownership with one other shareholder, 14.7% shared ownership with two other shareholders, and 34.0% were in practice with three or more other shareholders.

Among nonsolo dentists with employees, the five most frequently offered benefits were paid vacation days (offered by 93.9% of these dentists), paid sick leave (79.4%), dental insurance (73.8%), reimbursement for continuing education courses (69.8%), and medical insurance (63.7%). Approximately one-third (32.5%) of dentists with employees offered life insurance programs for their employees and approximately one-half (50.8%) offered a pension plan. The table on page eleven further details the types of benefits offered to different types of employees (dental hygienists, chairside assistants, laboratory technicians, and secretaries or receptionists). For example, among all nonsolo dentists with employees, 32.5% provided life insurance for those employees. However, among those dentists providing life insurance, 80.3% of those employing hygienists provided life insurance to their hygienists, 92.5% of those employing assistants provided life insurance to their assistants, 68.2% of those employing technicians provided it to their technicians, and 96.5% of those employing secretaries or receptionists provided the benefit to their secretaries.

PERCENTAGE OF DENTISTS EMPLOYING FULL- OR PART-TIME PERSONNEL

	TYPE OF DENTIST				ALL WEIGHTED	
	GENERAL PRACTITIONER		SPECIALIST			
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
NUMBER OF EMPLOYEES						
NO EMPLOYEES	0	0.0	1	0.7	1	0.2
1 EMPLOYEE	10	2.3	1	0.7	10	2.0
2 EMPLOYEES	20	5.0	3	2.8	23	4.5
3 EMPLOYEES	32	7.8	7	6.3	39	7.5
4 OR MORE EMPLOYEES	347	84.9	103	89.6	450	85.9
ALL	409	100.0	115	100.0	524	100.0

PERCENTAGE OF DENTISTS EMPLOYING FULL- OR PART-TIME ASSISTANTS

	TYPE OF DENTIST				ALL WEIGHTED	
	GENERAL PRACTITIONER		SPECIALIST			
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
FULL- OR PART-TIME ASSISTANTS						
NO ASSISTANTS	11	2.6	2	2.1	13	2.5
1 ASSISTANT	67	16.3	8	6.9	75	14.3
2 ASSISTANTS	127	30.8	28	24.1	155	29.4
3 ASSISTANTS	102	24.6	28	24.1	129	24.5
4 OR MORE ASSISTANTS	106	25.6	49	42.8	155	29.4
ALL	413	100.0	115	100.0	528	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

PERCENTAGE OF DENTISTS EMPLOYING FULL- OR PART-TIME HYGIENISTS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
NUMBER OF HYGIENISTS						
NO HYGIENISTS	81	19.7	76	66.2	158	29.9
1 HYGIENIST	120	29.0	17	14.5	136	25.8
2 HYGIENISTS	111	26.9	6	5.5	118	22.3
3 HYGIENISTS	45	10.9	6	5.5	51	9.7
4 OR MORE HYGIENISTS	56	13.5	10	8.3	65	12.3
ALL	413	100.0	115	100.0	528	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

PERCENTAGE OF DENTISTS OFFERING BENEFITS, BY EMPLOYEE TYPE

	DENTISTS WITH EMPLOYEES				
	PERCENTAGE OF DENTISTS OFFERING THE BENEFIT	OF THE DENTISTS WHO OFFER THE BENEFIT, PERCENTAGE OFFERING IT TO THEIR: *			
BENEFIT		HYGIENISTS	ASSISTANTS	TECHNICIANS	SECRETARIES
MEDICAL INSURANCE	63.7	77.0	90.4	71.1	90.4
DENTAL INSURANCE	73.8	94.5	97.5	80.9	95.5
SEPARATE MALPRACTICE INSURANCE	12.9	84.3	40.3	29.3	27.9
LIFE INSURANCE	32.5	80.3	92.5	68.2	96.5
PROFIT SHARING	40.1	75.8	93.7	73.3	92.2
PENSION PLAN	50.8	67.4	90.3	68.6	91.2
PAID SICK LEAVE	79.4	75.1	96.0	74.8	93.4
PAID VACATION DAYS	93.9	78.5	96.4	77.8	91.8
REIMBURSEMENT FOR PROFESSIONAL FEES	35.2	83.5	79.9	64.8	66.2
REIMBURSEMENT FOR CONTINUING EDUCATION COURSES	69.8	85.2	86.9	64.3	76.3
INCENTIVE: PERCENT OF PRODUCTION	12.9	78.1	61.6	13.6	66.6
INCENTIVE: PERCENT OF PRODUCTION OVER CERTAIN LIMITS	21.8	78.1	83.1	39.0	78.9
INCENTIVE: SET BONUS IF BUDGETED GOALS ARE MET	19.0	69.7	84.5	62.7	91.9

* Each column includes only those dentists with employees in these categories.

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

NET INCOME FROM PRIVATE PRACTICE AND OTHER DENTAL SOURCES

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	N	MEAN	N	MEAN	N
NET INCOME FROM PRIVATE PRACTICE	$76,957	295	$142,371	105	$90,656	400
NET INCOME FROM ALL DENTAL SOURCES	79,051	285	147,015	102	93,346	387

SOURCES OF GROSS INCOME

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
MEAN PERCENTAGE OF GROSS INCOME PAID BY	MEAN	N	MEAN	N	MEAN	N
DIRECT PATIENT PAYMENT	45.5%	277	57.3%	106	47.3%	383
GOVERNMENT PROGRAMS	5.2	277	3.4	106	4.8	383
PRIVATE INSURANCE	47.6	277	42.2	106	46.4	383

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

CURRENT EMPLOYMENT STATUS

PERCENTAGE OF DENTISTS CURRENTLY PRACTICING AS	TYPE OF DENTIST				ALL WEIGHTED	
	GENERAL PRACTITIONER		SPECIALIST			
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
SOLE PROPRIETOR	123	27.1	17	13.1	140	24.0
PARTNER	112	24.7	29	23.1	142	24.4
SHAREHOLDER, INCORPORATED	129	28.5	70	55.0	199	34.3
EMPLOYED - INCORPORATED PRACTICE	36	8.0	5	3.8	41	7.1
EMPLOYED - UNINCORPORATED PRACTICE	16	3.5	1	0.6	17	2.9
INDEPENDENT CONTRACTOR	37	8.2	6	4.4	43	7.4
ALL-WEIGHTED	454	100.0	127	100.0	581	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

DENTISTS IN NONSOLO AND SOLO PRACTICE

PATIENT AGE DISTRIBUTIONS

MEAN PERCENTAGE OF PATIENTS WHO ARE	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL-WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
LESS THAN 15 YEARS	18.4%	320	31.8%	112	21.1%	432
15-65 YEARS	63.6	320	55.4	112	61.9	432
65 AND OLDER	18.0	320	12.8	112	16.9	432

PATIENT INCOME DISTRIBUTIONS

MEAN PERCENTAGE OF PATIENTS WITH ESTIMATED INCOMES OF	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL-WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
UNDER $10,000	9.7%	297	6.8%	95	9.1%	392
$10,000-29,999	41.5	297	34.5	95	40.2	392
$30,000 PLUS	48.8	297	58.7	95	50.7	392

PATIENT INSURANCE COVERAGE

MEAN PERCENTAGE OF PATIENTS WHO ARE COVERED BY	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL-WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
PRIVATE INSURANCE	62.2%	310	63.3%	112	62.5%	422
GOVERNMENT PROGRAM	6.0	310	3.4	112	5.5	422

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

PERCENTAGE OF DENTISTS EMPLOYING FULL- OR PART-TIME DENTISTS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL-WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
TOTAL DENTISTS						
NO DENTISTS EMPLOYED	140	28.9	49	48.8	190	32.4
1 DENTIST EMPLOYED	248	51.1	40	40.0	288	49.2
2 DENTISTS EMPLOYED	54	11.1	9	8.8	63	10.7
3 DENTISTS EMPLOYED	22	4.5	1	0.6	22	3.8
4 OR MORE DENTISTS EMPLOYED	22	4.5	2	1.9	24	4.0
ALL-WEIGHTED	485	100.0	101	100.0	587	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

NUMBER OF OTHER OWNERS BY RESPONDENT'S EMPLOYMENT STATUS

NUMBER OF OTHER OWNERS	EMPLOYMENT STATUS							
	SOLE PROPRIETORS		PARTNERS		SHAREHOLDERS		ALL	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NONE	100.0	140	0.0	0	36.9	74	44.4	213
ONE	0.0	0	78.2	111	44.0	88	41.3	198
TWO	0.0	0	14.9	21	14.7	29	10.5	50
THREE	0.0	0	2.8	4	33.0	7	2.2	11
FOUR	0.0	0	2.1	3	.5	1	.8	4
FIVE OR MORE	0.0	0	2.1	3	.5	1	.8	4

NUMBER OF EMPLOYEE DENTISTS BY RESPONDENT'S EMPLOYMENT STATUS

NUMBER OF EMPLOYEE DENTISTS	EMPLOYMENT STATUS					
	SOLE PROPRIETORS		PARTNERS		SHAREHOLDERS	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NONE	0.0	0	69.9	99	47.0	94
ONE	82.6	115	18.7	26	40.9	82
TWO	10.5	15	3.4	5	8.4	17
THREE	6.1	9	3.8	5	2.0	4
FOUR	.8	1	1.3	2	1.0	2
FIVE OR MORE	0.0	0	3.0	4	.5	1

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

MEAN PRACTICE EXPENSES

	TYPE OF DENTIST				ALL-WEIGHTED	
	GENERAL PRACTITIONER		SPECIALIST			
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
TOTAL PRACTICE EXPENSES	$279,050	145	$441,607	49	$311,717	194
TOTAL PRACTICE EXPENSES PER DENTIST	$108,212	145	$183,804	49	$123,403	194
WAGES AS A PERCENT OF TOTAL EXPENSES	67.9	138	24.3	48	59.0	186
LABORATORY CHARGES AS A PERCENT OF EXPENSES	16.7	137	3.7	41	14.4	178
DENTAL SUPPLIES AS A PERCENT OF EXPENSES	17.3	132	8.6	46	15.6	178

PRACTICE MEAN GROSS INCOMES

	TYPE OF DENTIST				ALL-WEIGHTED	
	GENERAL PRACTITIONER		SPECIALIST			
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
PRACTICE GROSS INCOME	$381,695	251	$610,552	95	$431,992	346
GROSS INCOME PER DENTIST	149,234	251	240,641	95	169,323	346
GROSS INCOME PER PRACTICE HOUR	88.02	251	138.07	95	99.02	346
GROSS PER HOUR PER DENTIST	38.29	251	58.59	95	42.75	346
GROSS PER VISIT	98.34	148	96.45	62	97.89	210
GROSS PER VISIT PER DENTIST	42.17	148	37.90	62	41.16	210

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

DENTISTS IN NONSOLO AND SOLO PRACTICE

MEAN NUMBER OF PATIENT VISITS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
PATIENT VISITS PER WEEK (-HYG VISITS)	57.6	358	102.7	125	66.9	483
PATIENT VISITS PER WEEK (+HYG VISITS)	72.7	339	110.7	120	80.6	459
PATIENT VISITS PER YEAR (-HYG VISITS)	2763.1	358	4859.1	125	3195.4	483
PATIENT VISITS PER YEAR (+HYG VISITS)	3484.3	339	5234.1	120	3849.2	459
PATIENTS TREATED PER HOUR (-HYG VISITS)	1.5	358	2.7	125	1.8	483

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

MEAN WEEKS AND HOURS SPENT IN THE PRACTICE

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL-WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
WEEKS PRACTICING IN THE OFFICE	47.7	425	46.9	160	47.5	585
HOURS PER WEEK IN THE OFFICE	37.5	425	38.4	160	37.7	585
HOURS PER WEEK TREATING PATIENTS	33.5	425	33.0	160	33.3	585

MEAN AND MEDIAN AGE BY GENDER AND DENTIST TYPE

	TYPE OF DENTIST											
	GENERAL PRACTITIONER				SPECIALIST				ALL-WEIGHTED			
	AGE				AGE				AGE			
	MEAN	MEDIAN	GENDER PERCENT	NUMBER	MEAN	MEDIAN	GENDER PERCENT	NUMBER	MEAN	MEDIAN	GENDER PERCENT	NUMBER
GENDER												
MALE	43.8	79	87.4	396	46.5	78	123.2	149	44.3	79	94.9	545
FEMALE	36.3	70	6.2	28	42.0	53	2.5	3	36.7	70	5.4	31
ALL-WEIGHTED	43.3	79	93.6	424	46.4	78	125.7	152	43.9	79	100.3	576

MEAN AND MEDIAN GRADUATION YEAR

	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL-WEIGHTED		
	MEAN	MEDIAN	NUMBER	MEAN	MEDIAN	NUMBER	MEAN	MEDIAN	NUMBER
GRADUATION YEAR	70	85	424	66	85	152	70	85	576

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

Solo Dentists

Almost three-quarters (71.8%) of solo dentists are sole proprietors. Among solo general practitioners and specialists, 76.7% and 51.7% are sole proprietors, respectively. In contrast, 28.2% of all solo dentists are shareholders in an incorporated practice. Among solo general practitioners and specialists, 23.3% and 48.3% are shareholders in an incorporated practice, respectively.

Almost equal percentages of patients seen by solo dentists fell into the "$10,000 to $29,999" and "$30,000 plus" yearly income ranges (44.7% and 46.1%, respectively). The percentages were similar among solo general practitioners (45.5% in the "$10,000 to $29,999" range and 44.3% in the "$30,000 plus" range), but among solo specialists, a higher percentage of patients had yearly incomes in the "$30,000 plus" range (54.1%) than in the "$10,000 to $29,999" range (41.1%).

Approximately 60% of the patients seen by all solo dentists were covered by private insurance programs. The percentages were fairly consistent for solo general practitioner and specialist groups.

Solo dentists had an average of 64.5 patient visits per week (excluding hygienist visits). Solo specialists had a substantially higher average number, 96.8. Solo general practitioners reported an average of 57.2 patient visits per week (excluding hygienist visits).

Solo dentists treated an average of 1.7 patients per hour. Solo specialists reported a slightly higher average, 2.7 patients per hour, and solo general practitioners reported an average of 1.5.

Slightly less than half (48.1%) of solo dentists reported having four or more employees. This percentage was similar among solo general practitioners (45.8%) and was higher among solo specialists (58.1%).

Solo dentists earned an average net income of $77,284 from private practice. Solo general practitioners reported an average of $69,372, while solo specialists reported an average of $114,202.

All solo dentists earned an average of 0.8% of their total income (net income from private practice plus income for other dental sources) from other dental sources. This percentage was the same for solo general practitioners (0.8%). Solo specialists earned an average of 1.4% of their total income from dental sources outside of private practice.

An average of one half (48.0%) of a solo dentist's gross income was paid by direct patient payment. Government programs comprised 4.4%, and private insurance payments comprised 46.9% of gross income received.

Total practice expenses for all solo dentists averaged $143,290. Of this, 44.0% was accounted for by wage payments, 16.5% by laboratory charges, and 12.6% by purchases of dental supplies. Total practice expenses averaged $133,009 for solo general practitioners and $194,498 for specialists.

Solo dentists reported an average annual gross practice income of $211,330. Gross income for solo specialists was substantially higher, $293,361, and was lower for solo general practitioners, $194,242.

Among solo dentists with employees, the four most frequently offered benefits were paid vacation days (offered by 89.1% of these dentists), paid sick leave (75.4%), dental insurance (67.9%), and reimbursement for continuing education courses (61.7%). Only 48.3% of solo dentists with employees provided medical insurance benefits. Approximately forty percent (41.9%) offered a pension plan, and one-third each offered a profit sharing plan (33.3%) and/or reimbursement for professional dues (34.0%). The table on page twenty-four further details the types of benefits offered to different types of employees (dental hygienists, chairside assistants, laboratory technicians, and secretaries or receptionists). For example, only 20.5% of solo dentists with employees offered life insurance programs to these employees. However, of those solo dnetists offering life insurance benefits, 73.4% of those employing hygienists offered the benefit to their hygienists, 89.3% of those employing chairside assistants offered it to their assistants, 60.4% of those employing laboratory technicians offered it to their technicians, and 87.0% of those employing secretaries or receptionists offered life insurance benefits to their secretaries and receptionists.

PERCENTAGE OF DENTISTS EMPLOYING FULL- OR PART-TIME PERSONNEL

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
NUMBER OF EMPLOYEES						
NO EMPLOYEES	53	5.3	3	1.4	57	4.6
1 EMPLOYEE	115	11.5	13	5.5	128	10.4
2 EMPLOYEES	178	17.8	37	16.2	216	17.5
3 EMPLOYEES	195	19.4	44	18.9	238	19.3
4 OR MORE EMPLOYEES	458	45.8	134	58.1	593	48.1
ALL	1000	100.0	231	100.0	1232	100.0

PERCENTAGE OF DENTISTS EMPLOYING FULL- OR PART-TIME ASSISTANTS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
FULL- OR PART-TIME ASSISTANTS						
NO ASSISTANTS	122	12.1	17	7.5	139	11.2
1 ASSISTANT	503	50.0	65	28.0	569	45.9
2 ASSISTANTS	296	29.4	70	30.0	366	29.5
3 ASSISTANTS	75	7.4	49	20.8	123	9.9
4 OR MORE ASSISTANTS	11	1.1	32	13.7	43	3.4
ALL	1007	100.0	233	100.0	1240	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

PERCENTAGE OF DENTISTS EMPLOYING FULL- OR PART-TIME HYGIENISTS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
NUMBER OF HYGIENISTS						
NO HYGIENISTS	435	43.2	181	77.5	616	49.6
1 HYGIENIST	377	37.5	25	10.9	403	32.5
2 HYGIENISTS	153	15.2	18	7.8	171	13.8
3 HYGIENISTS	32	3.2	7	3.1	39	3.2
4 OR MORE HYGIENISTS	10	1.0	2	0.7	11	0.9
ALL	1007	100.0	233	100.0	1240	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

PERCENTAGE OF DENTISTS OFFERING BENEFITS, BY EMPLOYEE TYPE

	DENTISTS WITH EMPLOYEES				
	PERCENTAGE OF DENTISTS OFFERING THE BENEFIT	OF THE DENTISTS WHO OFFER THE BENEFIT, PERCENTAGE OFFERING IT TO THEIR: *			
BENEFIT		HYGIENISTS	ASSIS-TANTS	TECH-NICIANS	SECRE-TARIES
MEDICAL INSURANCE	48.3	64.5	87.5	57.3	81.2
DENTAL INSURANCE	67.9	94.3	97.1	63.3	90.9
SEPARATE MALPRACTICE INSURANCE	8.4	94.8	46.2	56.1	29.0
LIFE INSURANCE	20.5	73.4	89.3	60.4	87.0
PROFIT SHARING	33.3	66.0	87.8	57.2	88.4
PENSION PLAN	41.9	65.0	85.5	63.8	81.7
PAID SICK LEAVE	75.4	69.1	94.0	56.2	89.5
PAID VACATION DAYS	89.1	70.7	95.8	58.0	89.1
REIMBURSEMENT FOR PROFESSIONAL FEES	34.0	81.3	84.6	37.8	66.0
REIMBURSEMENT FOR CONTINUING EDUCATION COURSES	61.7	84.7	91.3	57.9	80.1
INCENTIVE: PERCENT OF PRODUCTION	10.4	77.3	69.9	69.5	70.0
INCENTIVE: PERCENT OF PRODUCTION OVER CERTAIN LIMITS	17.5	75.9	81.6	55.6	84.6
INCENTIVE: SET BONUS IF BUDGETED GOALS ARE MET	20.7	82.0	91.0	40.9	87.7

* Each column includes only those dentists with employees in these categories.

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

NET INCOME FROM PRIVATE PRACTICE AND OTHER DENTAL SOURCES

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	N	MEAN	N	MEAN	N
NET INCOME FROM PRIVATE PRACTICE	$69,372	757	$114,202	218	$77,284	975
NET INCOME FROM ALL DENTAL SOURCES	$69,898	746	$115,862	214	$77,985	960

SOURCES OF GROSS INCOME

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
MEAN PERCENTAGE OF GROSS INCOME PAID BY	MEAN	N	MEAN	N	MEAN	N
DIRECT PATIENT PAYMENT	45.3%	759	60.7%	223	48.0%	982
GOVERNMENT PROGRAMS	4.5	759	4.0	223	4.4	982
PRIVATE INSURANCE	49.6	759	34.7	223	46.9	982

CURRENT EMPLOYMENT STATUS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
PERCENTAGE OF DENTISTS CURRENTLY PRACTICING AS	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
SOLE PROPRIETOR	828	76.7	134	51.7	962	71.8
SHAREHOLDER, INCORPORATED	252	23.3	125	48.3	377	28.2
ALL-WEIGHTED	1080	100.0	259	100.0	1339	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

PATIENT AGE DISTRIBUTIONS

MEAN PERCENTAGE OF PATIENTS WHO ARE	TYPE OF DENTIST				ALL-WEIGHTED	
	GENERAL PRACTITIONER		SPECIALIST			
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
LESS THAN 15 YEARS	18.3%	782	43.2%	245	23.0%	1027
15-65 YEARS	62.6	782	49.2	245	60.0	1027
65 AND OLDER	19.1	782	7.6	245	16.9	1027

PATIENT INCOME DISTRIBUTIONS

MEAN PERCENTAGE OF PATIENTS WITH ESTIMATED INCOMES OF	TYPE OF DENTIST				ALL-WEIGHTED	
	GENERAL PRACTITIONER		SPECIALIST			
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
UNDER $10,000	10.2%	727	4.8%	215	9.2%	942
$10,000-29,999	45.5	727	41.1	215	44.7	942
$30,000 PLUS	44.3	727	54.1	215	46.1	942

PATIENT INSURANCE COVERAGE

MEAN PERCENTAGE OF PATIENTS WHO ARE COVERED BY	TYPE OF DENTIST				ALL-WEIGHTED	
	GENERAL PRACTITIONER		SPECIALIST			
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
PRIVATE INSURANCE	61.2%	776	56.6%	238	60.3%	1014
GOVERNMENT PROGRAM	5.3	776	4.2	238	5.1	1014

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

MEAN PRACTICE EXPENSES

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL-WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
TOTAL PRACTICE EXPENSES	$133,009	430	$194,498	116	$143,290	546
WAGES AS A PERCENTAGE OF TOTAL EXPENSES	41.6	414	56.4	110	44.0	524
LABORATORY CHARGES AS A PERCENTAGE OF TOTAL EXPENSES	19.0	410	3.1	101	16.5	511
DENTAL SUPPLIES AS A PERCENTAGE OF TOTAL EXPENSES	12.0	398	15.7	107	12.6	505

PRACTICE MEAN GROSS INCOMES

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL-WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
PRACTICE GROSS INCOME	$194,242	699	$293,631	195	$211,330	894
GROSS INCOME PER PRACTICE HOUR	108.11	699	171.50	195	119.01	894
GROSS PER VISIT	79.63	659	91.33	176	81.57	835

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

DENTISTS IN NONSOLO AND SOLO PRACTICE

MEAN NUMBER OF PATIENT VISITS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
PATIENT VISITS PER WEEK (-HYG VISITS)	57.2	874	96.8	263	64.5	1137
PATIENT VISITS PER WEEK (+HYG VISITS)	76.3	850	104.5	245	81.2	1095
PATIENT VISITS PER YEAR (-HYG VISITS)	2764.4	874	4562.3	263	3093.4	1137
PATIENT VISITS PER YEAR (+HYG VISITS)	3685.1	850	4944.0	245	3907.5	1095
PATIENTS TREATED PER HOUR (-HYG VISITS)	1.5	874	2.7	263	1.7	1137

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

MEAN WEEKS AND HOURS SPENT IN THE PRACTICE

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL-WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
WEEKS PRACTICING IN THE OFFICE	48.1	1011	47.6	325	48.0	1336
HOURS PER WEEK IN THE OFFICE	37.6	1011	37.3	325	37.6	1336
HOURS PER WEEK TREATING PATIENTS	33.7	1011	32.6	325	33.5	1336

MEAN AND MEDIAN AGE BY GENDER AND DENTIST TYPE

	TYPE OF DENTIST											
	GENERAL PRACTITIONER				SPECIALIST				ALL-WEIGHTED			
	AGE				AGE				AGE			
	MEAN	MEDIAN	GENDER PERCENT	NUMBER	MEAN	MEDIAN	GENDER PERCENT	NUMBER	MEAN	MEDIAN	GENDER PERCENT	NUMBER
GENDER												
MALE	47.3	91	90.5	972	47.1	74	123.4	317	47.3	91	96.8	1289
FEMALE	37.0	72	3.1	33	35.2	40	2.3	6	36.8	72	2.9	39
ALL-WEIGHTED	47.0	91	93.6	1005	46.9	74	125.7	323	47.0	91	99.8	1328

MEAN AND MEDIAN GRADUATION YEAR

	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL-WEIGHTED		
	MEAN	MEDIAN	NUMBER	MEAN	MEDIAN	NUMBER	MEAN	MEDIAN	NUMBER
GRADUATION YEAR	67	85	1005	66	84	323	67	85	1328

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

SURVEY METHODOLOGY

The 1988 Survey of Dental Practice (SDP) was an updated version of the long-form 1985 SDP. This survey was sent to 4% of the dentists who were known to be actively engaged in the private practice of dentistry. The purpose of the survey is to provide reliable information on characteristics of the private practice of dentistry in the United States.

Sampling

The population consisted of 133,823 dentists who, based on the 1982 Distribution of Dentists, were known to be in private practice, even if only part-time.

The Distribution of Dentists is a dental census that is conducted periodically by the Bureau of Economic and Behavioral Research of the American Dental Association. Although the 1982 distribution was the most recent complete census at the time the sample was drawn, the sampling frame is updated periodically by adding information about recent graduations, retirements, and deaths when available. Dentists with an unknown practice type were included in the sampling frame.

The sample was ordered by type of practice (general practitioner or specialist). Within each type, the sample was sorted by dental school and graduation year. A random sample from each type of practice was selected. Since specialists comprise a small percentage of the dental population, it was necessary to oversample them to ensure adequate numbers for statistical analysis (i.e., the proportion of specialists sampled is higher than the actual percentage of specialists in the population). It should be noted that the sample was drawn in such a way as to make statements about general practitioners and specialists as a whole. For any given specialty, there may not have been enough dentists responding to make reliable statements about that individual specialty.

Data Collection

The 1988 SDP was initially mailed in April 1988. Two follow-up mailings to non-respondents occurred in May and June 1988. A telephone follow-up to non-respondents was conducted in July and August 1988. Coding, hand-editing, and computer processing were completed in October 1988. The final response rate was computed after the individuals who were either retired, disabled, deceased, not in private practice, or had unknown addresses were eliminated from the sample. The adjusted sample size was used to calculate the final response rate of 43.1%.

Weighting the Sample

Since the proportion of specialists in the sample is higher than the actual percentage in the dental population, it is necessary to account for this imbalance when making statements about the total dental population. This correction is accomplished by developing and applying a weighting factor to each sampled dentist.

Weights were calculated for general practitioners and specialists separately, by dividing the percentage of each in the population by the percentage in the sample. The proportion of general practitioners in the population is 80%, specialists, 20%. The percentage of general practitioners in the sample is 74.9%, of specialists, 25.1%.

The weights were computed as follows:

General Practitioner	.80/.749 = 1.068731
Specialist	.20/.251 = 0.795392

These weights were employed in the calculations of means and medians for cases in which general practitioners and specialists were combined (i.e., when statements were made about "all" solo or "all" independent dentists). The weights were also used when percentages of dentists in various categories were computed. In these cases, the totals as well as the percentages are weighted, making the totals smaller or larger than those for the actual sample.

DEFINITIONS

Definitions of several terms and phrases are provided in this section to assist with the interpretation of data contained in the tables in this and other reports. In general, the dentists included in this report were working in private practice as a primary occupation. In addition, all dentists had started in their current (i.e., 1987) practice prior to 1987.

All Dentists: This group of dentists contains all dentists responding to the survey, including those who are employed by a dentist or dental practice, rather than owning or sharing in the ownership of a practice.

Dental Practice Personnel (All Staff): This group includes dental hygienists, chairside assistants, dental laboratory technicians, secretary/receptionists, bookkeepers and business personnel. Dentists employed by the practice are **NOT** included.

Full-Time and Part-Time: For purposes of this report, full-time was defined as working in the practice at least 32 hours per week. Part-time was defined as working in the practice less than 32 hours per week.

Hourly Salary: The hourly salary reported is computed by dividing the weekly salary by the number of hours worked.

Independent Dentists: An independent dentist owns or shares in the ownership of a dental practice. This ownership status includes sole proprietors, partners, and those who are shareholders in an incorporated practice.

Mean: The mean is the simple average of values reported by the dentists responding to the survey. The mean is calculated by summing the values reported and then dividing the sum by the number of dentists responding to the question.

Mean Per Year: The mean per year is the average value reported for a year's period of time (e.g., mean number of appointments per year). The per year figures were determined by multiplying the per week values by the number of weeks worked that year.

Nonowner Dentists (Employed): A nonowner dentist may be employed in an incorporated or unincorporated dental practice on a salary, commission, percentage, or associate basis. A nonowner dentist may be an independent contractor, but he may not be a shareholder in an incorporated practice.

Nonsolo Dentists: Nonsolo dentists work in a dental practice with at least one other dentist. Some of these dentists may be employed by the owner dentists in the practice.

No-Shows: The total of patient no-shows is defined as the difference between the number of appointments scheduled and the number of scheduled visits treated. It was assumed that the number of scheduled visits treated was equal to or less than the number of appointments scheduled.

Regions: The following is a breakdown of the states in each region.

New England: CT, MA, ME, NH, RI, VT
Middle Atlantic: NJ, NY, PA
East North Central: IL, IN, MI, OH, WI
West North Central: IA, KS, MN, MO, ND, NE, SD
South Atlantic: DE, MD, DC, FL, GA, NC, SC, VA, WV
East South Central: AL, KY, MS, TN
West South Central: AR, LA, OK, TX
Mountain: AZ, CO, ID, MT, NV, NM, UT, WY
Pacific: AK, CA, HI, OR, WA

Scheduled Visits Treated: Scheduled appointments that were kept by the patients.

Solo Dentists: A solo dentist is the sole owner of the practice and is the only dentist working in the practice. The dentist may be either a sole proprietor or the sole shareholder in an incorporated practice. Solo dentists are a subset of independent dentists.

Total Patient Visits: Total patients visits is the sum of walk-in visits, emergency visits, and scheduled visits that were treated (i.e., excluding no-shows).

Weighting: Since specialists comprise a smaller percentage of the dental population, it was necessary to oversample them to insure adequate numbers for statistical analysis. The proportion of specialists in the sample is higher than the actual proportion of specialists in the total population of dentists. Please note that individual specialties were not oversampled, and, therefore, only statistics on specialists as a group are presented. Statistics computed for all dentists were weighted to reflect national proportions.

ADA
American
Dental
Association

211 East Chicago Avenue
Chicago, Illinois 60611
312 440-2500

1988 Survey of Dental Practice

Please answer all questions by **circling** the number corresponding to the most appropriate response, except where a fill in the blank is requested.

1 Which of the following best describes your **primary and/or secondary occupation(s)** during 1987? (Please circle one response for **each** column.)

		Primary Occupation	Secondary Occupation
a	Private practice (full- or part-time)	00	00
b	Dental school faculty/staff member	01	01
c	Armed Forces	02	02
d	Other federal services (e.g., VA, PHS)	03	03
e	State or local government employed	04	04
f	Hospital staff dentist	05	05
g	Intern/resident	06	06
h	Other student	07	07
i	Other health/dental organization staff member (e.g., NIDR)	08	08
j	Not in practice	09	09
k	Retired	10	10
l	Occupation unrelated to dentistry	11	11
m	**No secondary occupation**	-	12

Please complete the remainder of this questionnaire if you were in **private practice** during any part of 1987.
If you were **not involved** in the **private practice** of dentistry during **any part** of 1987, please return the questionnaire. Thank you.

Individual Dentist Questions

The following questions pertain to you as an individual private practitioner. If you changed practices (i.e., worked in more than one **primary practice** during 1987), please give information on the practice in which you treated patients for the greatest number of months.

2a Were you **announcing yourself and practicing** as a specialist in an ADA recognized specialty area (dental public health, endodontics, oral and maxillofacial surgery, oral pathology, orthodontics, pediatric dentistry, periodontics, or prosthodontics) in your **primary practice** in 1987?

Yes	1
No (Skip to question 3.)	2

b Which **one** of the following specialties are you actively practicing?

Oral and maxillofacial surgery	10
Endodontics	15
Orthodontics	20
Pediatric dentistry	30
Periodontics	40
Prosthodontics	50
Oral pathology	60
Public health	82

3 In what year did you **first** become associated with the **primary practice** where you practiced during 1987? 19 ______

4 Which **one** of the following **best** describes your employment status when you **first** became associated with that practice?

a	Sole proprietor (i.e., the only owner) in an unincorporated dental practice	1
b	Partner in a complete or limited partnership	2
c	Shareholder in an incorporated dental practice	3
d	Employed in an incorporated dental practice on a salary, commission, percentage, or associate basis but not a shareholder	4
e	Employed in an unincorporated dental practice on a salary, commission, percentage, or associate basis	5
f	Independent contractor	6
g	Other, please specify ______	

5 Which **one** of the following **best** describes your employment status in that practice during 1987?

a	Sole proprietor (i.e., the only owner) in an unincorporated dental practice	1
b	Partner in a complete or limited partnership	2
c	Shareholder in an incorporated dental practice	3
d	Employed in an incorporated dental practice on a salary, commission, percentage, or associate basis but not a shareholder	4
e	Employed in an unincorporated dental practice on a salary, commission, percentage, or associate basis	5
f	Independent contractor	6
g	Other, please specify ______	

6 Please answer the following about the time **you personally** spent in your primary practice during 1987.

a	Total number of weeks worked (excluding vacation)	______ weeks
b	Total number of **hours per week** spent in the practice	______ hours per week
c	Number of hours per week spent **treating patients** in the practice	______ hours per week
d	Estimate the average scheduled length of an appointment in 1987	______ minutes

e During a typical week, what percentage of your **time treating patients** in the **primary practice** was devoted to each of the following procedures? (If none, enter zero.)

	Percentage of Time Per Week
Diagnostic (exams, x-rays, etc.)	______ %
Preventive (fluoride treatments, prophylaxis, patient education, pit and fissure sealants, etc.)	______ %
Operative (restoration, amalgams, inlays, etc.)	______ %
Prosthodontic	______ %
Endodontic	______ %
Periodontic	______ %
Orthodontic	______ %
Oral and maxillofacial surgery	______ %
General services (anesthesia, patient management, counseling, miscellaneous)	______ %
Total	**100%**

7 The following represent possible contractual agreements with third parties. Indicate if **any** apply to you in your practice by estimating the percentage of patients involved in each. Enter a zero if the category does not apply.

	Percentage of Patients
a Service benefit plan participating agreement (e.g. Delta Dental Plan or Blue Cross and Blue Shield with participating agreement)	______ %
b Capitation (e.g. Prudential DMO, Safeguard Health Plans, CIGNA Dental Health)	______ %
c Fee schedule agreement (e.g. agreement with any insurance company that is contracting with insurance Dentists of America)	______ %
d Straight risk pool (e.g. Individual Practice Association Program)	______ %
e Capitation-risk pool combination (e.g. Delta Dental Pacesetter Program)	______ %
f Discount of usual fees agreement (e.g. Aetna Fast Track Program)	______ %
g Other contractual agreement	______ %

8 During the entire year of 1987, indicate the **total** number of **patients you treated** in the **primary practice.** (This number should be different than the total number of appointments below.) ______ total patients

9 Please indicate the following regarding patient care that **you personally** provided in the **primary practice** during 1987.

The average number of:

a **Appointments scheduled** per week (**excluding** those with hygienist appointments only) ______ appointments per week

b **Walk-in visits** per week that **you** treated (i.e. non-emergency and no appointment scheduled) If none, enter zero. ______ visits per week

c **Emergency visits** per week that **you** treated (i.e. no appointments scheduled) If none, enter zero. ______ visits per week

d **Scheduled visits** per week that **you actually** treated (**excluding** those with hygienist appointments only) ______ visits per week

10 During a typical week, approximately what percentage of your time treating patients in your **primary practice** was devoted to implant services? (If none, enter zero.) ______ %

11 Which **one** of the following best describes **you** in your **primary practice** during 1987?

	Busyness
a Too busy to treat all people requesting appointments	1
b Provided care to all who requested appointments but was overworked	2
c Provided care to all who requested appointments and was not overworked	3
d Not busy enough, could have treated more patients	4

Entire Primary Practice Characteristics

12 What was the zip code of your **primary practice** during 1987? ______ zip code

13 **Including yourself,** please indicate the number of full- or part-time **dentist positions** in the **entire primary practice** during 1987. (If none, enter zero.)

	Number of Dentist Positions
a Number of **owner** dentists (i.e. sole proprietor, partners, or shareholders)	______
b Number of **non-owner** dentists (i.e. employed dentists, associates and non-shareholders) If none, enter zero.	______

14 **Including yourself,** please indicate the number of full- and part-time **dentist positions** in each of the following practice areas in the **primary practice** during 1987.

	Number of Dentist Positions	
	full-time	**part-time**
a General practice	______	______
b Oral and maxillofacial surgery	______	______
c Endodontics	______	______
d Orthodontics	______	______
e Pediatric dentistry	______	______
f Periodontics	______	______
g Prosthodontics	______	______
h Oral pathology	______	______
i Public health	______	______
j Other, please specify ______	______	______

15 Please indicate the number of full-time (32 hours per week or more) and part-time (less than 32 hours per week) **employee positions** in the **primary practice** during 1987. (If none, enter zero.)

	Number of Employee Positions	
	full-time	**part-time**
a Dental hygienist(s)	______	______
b Chairside assistant(s)	______	______
c Secretary/receptionist(s)*	______	______
d Dental laboratory technician(s)	______	______
e Bookkeeper, business personnel	______	______
f Other, please specify ______	______	______

***Note:** A secretary or receptionist who also provides chairside assistance at least 50% of the time should be counted as a chairside assistant.

16 For the **entire primary practice,** indicate the number of chairside assistants (full- and part-time) employed in 1987 who received formal training in a structured program.

a Full-time ______

b Part-time ______

17 Please provide the following regarding all dental hygienist(s) appointments and visits in the **entire primary practice** during 1987. (If no hygienists were employed, skip to question 19.)

The average number of:

	Dental Hygienist(s)
a **Appointments scheduled** per week primarily for hygienist(s) treatment	______ appointments per week
b **Scheduled visits** per week that were actually treated by all hygienist(s)	______ visits per week

18 Please provide the following for **each dental hygienist** in the **entire primary practice** during 1987. If the practice did not employ someone in these positions, please check the appropriate box.

	Not Applicable (Please check box.)	Annual Salary/ Commission (in dollars)	Weeks Worked per Year	Hours Worked per Week	Length of Experience Prior to Employment in this Practice		Length of Employment in this Practice	
		per year	weeks	hours	years	months	years	months
Dental Hygienist(s):								
Position #1	☐	$						
Position #2	☐	$						
Position #3	☐	$						
Position #4	☐	$						

9 Please provide the following for **each employee** in the **entire primary practice** during 1987. If the practice did not employ someone in these positions, please check the appropriate box.

	Not Applicable (Please check box.)	Weekly Salary (in dollars)	Hours Worked per Week	Length of Experience Prior to Employment in this Practice		Length of Employment in this Practice	
		per week	hours	years	months	years	months
Chairside Assistant(s):							
Position #1	☐	$					
Position #2	☐	$					
Position #3	☐	$					
Position #4	☐	$					
Position #5	☐	$					
Secretary/Receptionist(s):							
Position #1	☐	$					
Position #2	☐	$					
Position #3	☐	$					
Dental Laboratory Technician(s):							
Position #1	☐	$					
Position #2	☐	$					
Bookkeeping/Business Personnel:							
Position #1	☐	$					
Position #2	☐	$					

Please use the following space to provide information for **all personnel not included above in questions 18 and 19.**

	$					
	$					
	$					
	$					
	per week	hours	years	months	years	months

26a Did the **primary practice** utilize computer processing services during 1987?

Yes	1
No (Skip to question 27)	2

b Were these computer services provided by an

In-house computer?	1
Outside computer service? (Skip to question 26d)	2
Other please specify ______	

c Who was the primary user of the computer system?

Dentist(s)	1
Secretary receptionist(s)	2
Bookkeeping business personnel	3
Other please specify ______	

d For which of the following functions was a computer utilized? Please circle as many as apply

Patient accounting and billing	1
Maintaining expense records	2
Processing insurance forms	3
Maintaining treatment records	4
Diagnosis and monitoring of treatment	5
Scheduling patients	6
Office newsletters	7
Form letters	8
Other please specify ______	

e Which of the following was most important in your choice of a computer?

Price	1
Service support	2
Training	3
Hardware	4
Software	5
Other please specify ______	

f How were you introduced to your computer?

Advertisement	1
Trade show	2
Mailing	3
Telephone call	4
Other please specify ______	

g If given the opportunity would you purchase the same computer system again?

Yes	1
No	2

h Is your computer

Single user?	1
Multi user?	2

i If given the opportunity to purchase another computer system which of the following would be most important to you?

Price	1
Service support	2
Training	3
Hardware	4
Software	5
Other please specify ______	

27 In the **entire primary practice** during 1987

a What was the total number of operatories? ______ operatories

b How many of these were fully-equipped operatories (i.e. where a dentist can perform at least restorative dentistry)? ______ operatories

c What was the total square feet of office space? ______ square feet

28 Did the **primary practice** operate its own dental laboratory during 1987?

Yes	1
No	2

29 Were any of the following items of equipment utilized by the **primary practice** during 1987?

	Yes	No
a Composite light curing unit	1	2
b High speed air handpiece with fiber optics	1	2
c Panoramic x-ray unit	1	2
d Ultrasonic or sonic scaling unit	1	2
e Electrosurgical unit	1	2
f Nitrous oxide analgesic equipment	1	2
g Modular instrument delivery system (wall divider)	1	2
h Automatic x-ray film processor	1	2
i Autoclavable handpiece	1	2
j Scavenger system for nitrous oxide	1	2
k Intraoral video camera	1	2
l Laser	1	2
m Biological indicator (spore test)	1	2

30 Which of the following **best** describes your **primary practice** location during 1987?

a Metropolitan area with a population greater than 500 000	
central city location	1
suburban location	2
b Metropolitan area with a population between 100 000 and 500 000	
central city location	3
suburban location	4
c City of 50 000-99 999 population	5
d City of 20 000-49 999 population	6
e Rural (less than 20 000 population)	7

31 Which of the following **best** describes the building where the **primary practice** was located during 1987?

a Home	1
b Professional building	2
c Shopping center	3
d Other commercial building	4

32 Do either of the following characterize your **primary practice** where you worked in 1987?

	Yes	No
a Retail or drug store facility	1	2
b Franchise (practice marketed under a trade name)	1	2

33 a In 1987 was your **primary practice** located in more than one office?

Yes	1
No (Skip to question 34)	2

b If yes, indicate the number of offices associated with your **primary practice** ______

If you were a solo practitioner during 1987 please skip to question 36

34 Please indicate the following regarding patient care by the **entire primary practice** during 1987

The average number of	**Entire Practice**
a **Appointments scheduled** per week (**excluding** those with hygienist appointments only)	________ appointments per week
b **Walk-in visits** per week that were treated (i.e. non-emergency and no appointment scheduled) (If none, enter zero)	________ visits per week
c **Emergency visits** per week (i.e. no appointment scheduled) (If none, enter zero)	________ visits per week
d **Scheduled visits** per week that were **actually** treated (**excluding** those with hygienist appointments only)	________ visits per week

35 During the entire year of 1987 indicate the **total** number of **patients** treated by the **primary practice**. (This number should be different than your total number of appointments above.)

________ total patients

36 Approximately what percentage of the **entire practice's** yearly patients are received on a referral basis from another practice (dentist or physician)? ________ %

37a During a typical month, about how many **new patients** were treated in the **entire primary practice** where you practiced in 1987? (If none, enter zero and skip to question 38.)

________ new patients per month

b For 1987, please indicate the percentage of **new patients** from the following sources. (If none, enter zero.)

	Entire Practice Sources of New Patients
Other dentists	
General practitioners	________ %
Specialists	________ %
Patients	________ %
Dental referral service	________ %
Other professionals (e.g. M.D.'s)	________ %
Direct mail or commercial advertising (TV, radio, newspaper, etc.)	________ %
Capitation/closed panel contracts	________ %
Other, please specify ________	________ %
Total	**100%**

38 For the **entire primary practice** during 1987, how long did an average patient of record and average new patient have to **wait:**

	Entire Practice Waiting Time	
	patient of record	**new patient**
a For the **initial appointment** of a series (excluding emergency cases)?	________	________
	days	
b To see a dentist **after** the patient arrived for a **scheduled appointment?**	________	________
	minutes	

39 Of the 52 **weeks** in 1987, how many weeks was the **primary practice** scheduled to be open (not including emergency cases) to provide care to patients?

________ weeks

40 Approximately what percentage of the patients who visited the primary practice

	Entire Practice Patient Characteristics
a were	
14 years of age or younger?	________ %
15 to 64 years of age?	________ %
65 years of age or older?	________ %
Total	**100%**
b were members of families whose annual income is estimated to be	
under $10,000?	________ %
$10,000 to 29,999?	________ %
$30,000 or more?	________ %
Total	**100%**
c were	
covered by a private insurance program that pays or partially pays for their dental care?	________ %
covered by a public assistance program that pays or partially pays for their dental care?	________ %
not covered by an insurance program?	________ %
Total	**100%**
d were	
male?	________ %
female?	________ %
Total	**100%**
e were physically handicapped and/or mentally handicapped?	________ %
f were members of a racial minority?	________ %

41 Please indicate the percentage of patients who travelled various distances (from work or home) to your **primary practice** office

a Patients close (within walking distance or within 1-10 minute drive or transportation)	________ %
b Patients within 11-39 minutes drive or transportation	________ %
c Patients within 40 or more minute drive or transportation	________ %
Total	**100%**

42 For each of the dental procedures listed below, indicate the usual fee the **entire primary practice** charged during 1987. (If you usually provided the procedure free of charge, enter zero in the appropriate blank. If the procedure is not routinely performed, check the appropriate box.) Please do not report ranges.

		Not Done	**Usual Fee**
a	Periodic oral examination (excluding radiographs)	☐	$
b	Bitewing radiographs, four films	☐	$
c	Dental prophylaxis, for adults	☐	$
d	Pit and fissure sealant, per tooth	☐	$
e	Topical fluoride treatment (including prophylaxis), child	☐	$
f	Amalgam restoration, one surface permanent (including polishing)	☐	$
g	Fixed unilateral space maintainer restoration	☐ ☐	$ $
	Root canal therapy—molar (includes treatment plan, clinical procedures and follow-up care, excluding final restoration), one canal	☐	$
j	Periodontal scaling and root planing—per quadrant	☐	$
k	Complete upper acrylic-base denture, including six-months post-delivery care	☐	$
l	Extraction (including local anesthesia and post-operative care), single tooth	☐	$

43 What was **your** 1987 net income (after practice expenses and business taxes) from: (Please include salary, commission and/or dividends.)

		Net Income
a	Your primary practice?	$
b	Your secondary practice (if applicable)?	$
c	Other income from dentistry (i.e., teaching, research, other practice, etc.)?	$

44 In the **entire primary practice,** what was the total amount of fees charged for the dental care provided during 1987 (annual billing)? $

45 What percentage of the **gross receipts** were received: (If none, enter zero.)

		Gross Receipts
a	As direct patient payment?	%
b	As payment from government programs (e.g., Medicare, Medicaid, or other public insurance)?	%
c	As direct payment from private insurance carriers?	%
d	From other sources of payment? Please specify ______	%
	Total	**100%**

46 During 1987, were any of the expenses of the **entire primary practice** (dental facilities or staff) shared with other dentists?

Yes 1
No 2

If you shared expenses (dental facilities or staff) with any other practices, please report **only your entire primary practice's** share of the expenses.

47 For each item below, what were the **total professional expenses** for the **entire primary practice** during 1987? (If no expenses were incurred for specific items, please enter zero.)

		Expenses
a	Yearly rent	$
b	Yearly mortgage (including interest)	$
c	Total salaries, wages and commissions of non-dentist employees	$
d	Total salaries, wages and commissions of employed dentists (**exclude** salaries of owner dentists or shareholders of incorporated practices)	$
e	Total salaries, wages and commissions of officers/shareholder dentists (**for incorporated practices only**)	$
f	Employee benefits of personnel not included in salaries (e.g., insurance, pensions, etc.)	$
g	General office supplies	$
h	Dental supplies	$
	Commercial dental laboratory charges	$
j	Advertising expenses	$
k	Annual depreciation costs of dental and office equipment	$
l	Taxes on business and business property	$
m	Repairs of dental or office equipment	$
n	Insurance related to dental office (liability, fire, etc.)	$
o	Legal and professional fees	$
p	Professional liability (malpractice insurance)	$
q	Interest on business indebtedness (excluding mortgage)	$
r	Drugs	$
s	Utilities (telephone, electricity, etc.)	$
t	Professional expenses (travel to meetings, society dues, etc.)	$
u	Bad debts	$
v	Other, please specify ______	$
w	**Total Professional Expenses**	$

Thank you for your assistance in this important research project. Please return this questionnaire by folding and placing tape as indicated. Drop it in the mail, postage is paid.

A 1475-11.5

ADA
American
Dental
Association

211 East Chicago Avenue
Chicago, Illinois 60611

The Bureau of Economic and
Behavioral Research

The 1988 Survey of Dental Practice

Employment of Dental Practice Personnel

TABLE OF CONTENTS

EMPLOYMENT OF DENTAL PRACTICE PERSONNEL FOR THE YEAR 1987

PAGE

HIGHLIGHTS.................................... 1

INTRODUCTION.................................. 3

INDEPENDENT DENTISTS.......................... 5

- ALL STAFF................................. 10
- DENTAL HYGIENISTS......................... 14
- CHAIRSIDE ASSISTANTS...................... 19
- SECRETARIES AND RECEPTIONISTS............. 24
- DENTAL TECHNICIANS........................ 28
- BOOKKEEPERS AND BUSINESS PERSONNEL........ 32

SOLO DENTISTS................................. 36

- ALL STAFF................................. 40
- DENTAL HYGIENISTS......................... 44
- CHAIRSIDE ASSISTANTS...................... 49
- SECRETARIES AND RECEPTIONISTS............. 54
- DENTAL TECHNICIANS........................ 58
- BOOKKEEPERS AND BUSINESS PERSONNEL........ 62

SURVEY METHODOLOGY............................ 66

DEFINITIONS................................... 68

APPENDIX: THE 1988 SURVEY OF DENTAL PRACTICE QUESTIONNAIRE.................. 70

HIGHLIGHTS

- Most (96.5%) independent dentists employed at least some dental practice personnel on a full- or part-time basis; 55.1% employed at least one dental hygienist (full- or part-time); 91.2% employed at least one chairside assistant (full- or part-time); 84.3% employed at least one secretary (full- or part-time); 9.2% employed at least one dental laboratory technician (full- or part-time); and 21.6% employed at least one bookkeeper (full- or part-time).

- Among independent dentists who employed dental hygienists, the average number of dental hygienists (full- or part-time) per dentist ranged from 1.27 for independent general practitioners to 1.71 for solo specialists. Among dentists employing chairside assistants, the average number of chairside assistants (full- or part-time) per dentist ranged from 1.43 for solo general practitioners to 2.11 for independent specialists.

- Among independent dentists, 32.3% employed at least one full-time dental hygienist and 33.7% employed at least one hygienist on a part-time basis. Over eighty percent of independent dentists (81.6%) employed at least one full-time chairside assistant, and 33.1% employed at least one on a part-time basis. Three quarters (75.4%) employed at least one full-time secretary, and 21.5% employed at least one part-time secretary. Only 6.5% employed at least one full-time dental laboratory technician, and fewer (3.8%) employed at least one part-time technician.

- There are some differences in the employment practices of independent general practitioners and independent specialists. Among the general practitioners, 36.3% employed at least one full-time dental hygienist, while only 16.9% of independent specialists did. Half (50.6%) of the general practitioners employed one full-time assistant (with only 29.9% employing more than one assistant), while over half of the specialists (56.3%) employed two or more full-time assistants (with only 29.6% employing one assistant). A greater percentage of specialists (14.1%) than general practitioners (4.6%) employed at least one full-time laboratory technician. Employment patterns for secretaries and bookkeepers or business personnel were similar for specialists and general practitioners.

INTRODUCTION

This report summarizes descriptive statistics drawn from data provided by independent dentists in private practice in the year 1987. The data was gathered in the 1988 Survey of Dental Practice and is analyzed for independent and solo dentists.

Results are presented separately for dental hygienists, chairside assistants, secretaries and receptionists, dental laboratory technicians, bookkeepers and business personnel, and all staff combined. The "all staff" category consists of all members of the above categories but does not include dentists employed by the practice.

For each employee group, the information provided includes: percentage of dentists employing staff (full- or part-time), length of employment and prior experience of that staff, weekly and hourly salary figures, and mean number of personnel per dentist. In addition, the hygienist section includes information regarding the number of patients treated by hygienists, and the chairside assistant section includes data on the percentages of assistants who were trained in formal programs. Summarized in the text section are figures regarding employment opportunities for chairside assistants and hygienists as well as average starting salaries paid to these personnel. Where there were too few responses to allow for reliable statistical analysis (less than thirty respondents), information was not provided. Detailed tables present figures for independent general practitioners and specialists separately, as well as an overall weighted average.

I. INDEPENDENT DENTISTS

Most independent dentists (96.5%) employed some full- or part-time staff. Somewhat more than half (55.2%) had one to four employees, and 41.3% employed five or more staff members.

Fewer dentists (89.4%) employed at least one full-time staff member. Over one-quarter (30.0%) of independent dentists employed four or more full-time staff members. Almost twice as many (59.4%) employed one to three full-time personnel. About one-quarter of independent dentists (25.3%) employed one part-time employee, while 33.7% employed no part-time personnel. The average number of personnel (full- or part-time) per dentist among dentists who employed personnel was 3.59.

DENTAL HYGIENISTS

Over half (55.1%) of the independent dentists employed at least one full- or part-time dental hygienist. More independent general practitioners than independent specialists employed dental hygienists on a full- or part-time basis. Almost two-thirds (62.6%) of general practitioners employed at least one hygienist, while only 25.4% of specialists employed any hygienists.

Approximately the same percentage of dentists employed part-time dental hygienists as employed full-time dental hygienists. Overall, 32.3% of the independent dentists employed at least one full-time dental hygienist and 33.7% employed at least one part-time hygienist. However, more general practitioners than specialists employed full-time hygienists: 36.3% of independent general practitioners employed at least one full-time dental hygienist, and 16.9% of independent specialists employed full-time hygienists. Figures are similar for the employment of part-time hygienists: 38.7% of independent general practitioners employed at least one part-time dental hygienist, while only 14.1% of the independent specialists employed part-time dental hygienists.

Among all independent dentists, the number of full- or part-time dental hygienists per dentist was 0.71. The number of full-time dental hygienists per dentist was 0.30, while the average number of part-time dental hygienists per dentist was 0.41.

Among independent dentists employing dental hygienists, the average number of full- or part-time dental hygienists per dentist was 1.29. This average is slightly lower for full-time dental hygienists, 0.93, while the average number of part-time dental hygienists per dentist was 1.22.

The average number of patients treated per week by dental hygienists was 40.0. This figure was lower for solo dentist practices (33.7), but in practices with three or more dentists, the average weekly number of patients treated by hygienists increased to 69.0.

The mean length of dental hygienists' employment in their current practice was 4.90 years. Dental hygienists' mean length of experience prior to employment in the current practice was 4.99 years. Dental hygienists employed by general practitioners tended to have more prior experience than did the hygienists employed by specialists (5.10 years vs. 3.86 years).

The average weekly salary for a full-time (32 or more hours per week) dental hygienist was $472.14. Dental hygienists in solo dentist practices earned, on average, 7.9% less than those employed in a practice with three or more dentists. The overall mean hourly dental hygienist salary (full- or part-time) was $14.76.

CHAIRSIDE ASSISTANTS

Most independent dentists (91.2%) reported employing one or more full- or part-time chairside assistant. The percentage was lower for independent general practitioners (90.4%) than for independent specialists (94.4%). On the average, independent specialists employed more chairside assistants than general practitioners (1.99 chairside assistants per specialist versus 1.30 chairside assistants per general practitioner).

Over eighty percent (81.6%) of all independent dentists employed full-time chairside assistants. Among independent specialists, the percentage was 85.9%, and for general practitioners, 80.5%. Approximately one-third (33.1%) of all independent dentists employed part-time chairside assistants.

Independent dentists reported an average of 1.44 full- or part-time chairside assistants per dentist. The average number of full-time chairside assistants per dentist was 1.05, while the average number of part-time chairside assistants was 0.39.

Among dentists who employed chairside assistants, there was an average of 1.58 full- or part-time chairside assistants per dentist. The average declined to 1.28 for the number of full-time chairside assistants per dentist and to 1.19 for the number of part-time assistants per dentist.

Among those independent dentists who employed chairside assistants, the average number of assistants who had received formal training was 1.73. This number was slightly higher for independent specialists (2.14) and slightly lower for independent general practitioners (1.57). Among independent dentists employing assistants, one-third (33.5%) employed no assistants who had received formal training, 15.0% employed one, 24.7% employed two, and 26.8% employed three or more assistants who had received formal training.

SECRETARIES AND RECEPTIONISTS

Over eighty percent (84.3%) of independent dentists employed at least one secretary or receptionist. A higher proportion of specialists employed full- or part-time secretaries than did general practitioners (93.4% versus 82.0%). Many more independent dentists employed full-time secretaries (75.4%) than employed part-time secretaries (21.5%).

Among all dentists, the mean number of full-time secretaries per dentist was 0.73. The average number of part-time secretaries per dentist was 0.22. However, among only those dentists who employed secretaries, the mean number of full-time secretaries per dentist (0.97) was found to be almost the same as the number of part-time secretaries per dentist (1.00).

The average weekly salary of a full-time secretary or receptionist was $313.84. On an hourly basis, the average salary for a full- or part-time secretary was $8.39. The mean length of a secretary's employment in the current practice was 5.12 years; average prior experience was 3.61 years.

DENTAL LABORATORY TECHNICIANS

Among independent dentists, 90.8% reported employing no full- or part-time dental laboratory technicians. The percentage was slightly higher for independent general practitioners (93.8%) and lower for independent specialists (78.6%). Only 6.5% of independent dentists reported employing full-time laboratory technicians, and only 3.8% employed part-time technicians.

The mean number of full- or part-time dental laboratory technicians per dentist was 0.09. The mean number of full- or part-time laboratory technicians among dentists employing them was 0.96.

The average technician employed by an independent dentist had 6.07 years of experience in the current practice and 5.34 years of prior experience. The average weekly salary paid to a full-time dental technician was $389.89. The average hourly salary, on a full- or part-time basis, was $10.29.

BOOKKEEPERS AND BUSINESS PERSONNEL

Over two-thirds of independent dentists (68.4%) did not employ bookkeepers. Only 15.6% employed any full-time bookkeepers or business personnel and 17.9% employed part-time bookkeepers or business personnel. Among all independent dentists, the average number of full- or part-time bookkeepers per dentist was 0.28. Among dentists employing bookkeepers, the average was 0.87 bookkeepers per dentist.

The average bookkeeper employed by an independent dentist had 7.08 years of experience in the current practice 4.98 years of prior experience. The mean weekly bookkeeper salary on a full-time basis was $370.56. The mean hourly salary on a full- or part-time basis was $10.97.

EMPLOYMENT OPPORTUNITIES IN THE PRIVATE PRACTICE

One quarter (24.4%) of independent dentists reported open positions for dental hygienists that were filled in 1987, and 8.8% reported open positions that were left unfilled. Similarly, 39.2% of independent dentists had open positions for chairside assistants that were filled in 1987, and only 6.3% had positions that were left unfilled. The mean salary for a hygienist with no prior experience was $12.91 an hour; for a chairside assistant with no experience, this figure was $6.27 an hour. Among independent dentists having at least one open hygienist position in 1987, the average number of weeks the position was open was 9.07. Among independent dentists with at least one open chairside assistant position, the average number of weeks the position was open was 3.72.

Just over one quarter (26.0%) of independent GPs reported that they had at least one open position for a dental hygienist that was filled in 1987, and 9.8% reported at least one position left unfilled. These GPs would have paid $12.92 an hour as starting salary for a hygienist with no prior experience. For general practitioners with open hygienist positions, the average number of weeks the position was open was 9.44.

Among independent specialists, 43.8% reported open positions for hygienists that were filled in 1987, and only 3.7% reported open positions that were left unfilled. Among those who had open positions, the average number of weeks the position was open was 5.37. An independent specialist would have paid an average of $12.76 to a starting hygienist with no prior experience.

Of the independent general practitioners in the sample, 37.9% reported having open positions for chairside assistants that were filled in 1987 and 5.8% reported open positions for assistants that were left unfilled. The independent general practitioners in the sample would have paid an average hourly salary of $6.19 to a chairside assistant with no prior experience.

Independent specialists would have paid an average of $6.60 an hour to a chairside assistant with no prior experience. A slightly higher percentage of specialists reported filling open chairside assistant positions (43.8%) than did general practitioners (37.9%), and a slightly higher percentage of specialists reported unfilled chairside assistant positions (8.5%) than did general practitioners (5.8%). For independent GPs with open chairside assistant positions, the average number of weeks the position was open was 3.82; for independent specialists, this figure was 3.41 weeks.

PERCENT OF DENTISTS EMPLOYING FULL- OR PART-TIME PERSONNEL

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL	
	WEIGHTED		WEIGHTED		WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
NUMBER OF EMPLOYEES						
NO EMPLOYEES	53	4.0	4	1.2	57	3.5
1 EMPLOYEE	122	9.2	13	3.8	135	8.1
2 EMPLOYEES	195	14.7	41	12.1	235	14.1
3 EMPLOYEES	222	16.8	50	14.9	272	16.4
4 EMPLOYEES	230	17.3	47	13.9	277	16.6
5 EMPLOYEES	175	13.2	44	13.0	219	13.2
6 EMPLOYEES	105	7.9	38	11.3	143	8.6
7 OR MORE EMPLOYEES	224	16.9	100	29.8	325	19.5
ALL	1326	100.0	336	100.0	1663	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

PERCENT OF DENTISTS EMPLOYING FULL-TIME PERSONNEL

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL	
	WEIGHTED		WEIGHTED		WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
FULL-TIME EMPLOYEES						
NO EMPLOYEES	155	11.6	21	6.4	176	10.6
1 EMPLOYEE	20[illegible]	15.5	35	10.4	241	14.4
2 EMPLOYEES	361	27.1	64	18.8	425	25.4
3 EMPLOYEES	259	19.4	68	20.2	327	19.6
4 EMPLOYEES	131	9.9	41	12.2	173	10.4
5 EMPLOYEES	89	6.7	34	10.1	123	7.4
6 EMPLOYEES	47	3.5	20	5.9	67	4.0
7 OR MORE EMPLOYEES	83	6.3	54	16.0	137	8.2
ALL	1332	100.0	338	100.0	1670	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

EMPLOYMENT OF DENTAL PRACTICE PERSONNEL

INDEPENDENT DENTISTS
ALL STAFF

PERCENT OF DENTISTS EMPLOYING PART-TIME PERSONNEL

	TYPE OF DENTIST				ALL	
	GENERAL PRACTITIONER		SPECIALIST			
	WEIGHTED		WEIGHTED		WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
PART-TIME EMPLOYEES						
NO EMPLOYEES	450	33.9	111	33.1	561	33.7
1 EMPLOYEE	336	25.3	86	25.5	421	25.3
2 EMPLOYEES	254	19.1	62	18.4	316	19.0
3 EMPLOYEES	136	10.2	[illegible]	10.2	170	10.2
4 EMPLOYEES	67	5.1	22	6.6	90	5.4
5 EMPLOYEES	44	3.3	10	3.1	54	3.3
6 EMPLOYEES	24	1.8	4	1.2	27	1.7
7 OR MORE EMPLOYEES	18	1.4	6	1.9	25	1.5
ALL	1328	100.0	336	100.0	1665	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

MEAN PERSONNEL PER DENTIST

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	N	MEAN	N	MEAN	N
FULL- OR PART-TIME PERSONNEL PER DENTIST	3.31	1241	4.06	423	3.46	1664
FULL-TIME PERSONNEL PER DENTIST	2.11	1246	2.83	425	2.26	1671
PART-TIME PERSONNEL PER DENTIST	1.20	1243	1.24	423	1.20	1666

MEAN PERSONNEL PER DENTIST AMONG DENTISTS WITH EMPLOYEES

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	N	MEAN	N	MEAN	N
FULL- OR PART-TIME PERSONNEL PER DENTIST	3.45	1191	4.11	418	3.59	1609
FULL-TIME PERSONNEL PER DENTIST	2.39	1101	3.02	398	2.52	1499
PART-TIME PERSONNEL PER DENTIST	1.81	822	1.85	283	1.82	1105

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

PERCENT OF DENTISTS EMPLOYING FULL- OR PART-TIME HYGIENISTS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL	
	WEIGHTED		WEIGHTED		WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
NUMBER OF HYGIENISTS						
NO HYGIENISTS	499	37.4	253	74.6	752	44.9
1 HYGIENIST	467	35.0	40	11.7	507	30.3
2 HYGIENISTS	246	18.4	23	6.8	269	16.1
3 OR MORE HYGIENISTS	123	9.2	23	6.8	146	8.7
ALL - WEIGHTED	1335	100.0	339	100.0	1674	100.0

PERCENT OF DENTISTS EMPLOYING FULL-TIME HYGIENISTS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL	
	WEIGHTED		WEIGHTED		WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
FULL-TIME HYGIENISTS						
NO HYGIENISTS	851	63.7	282	83.1	1132	67.7
1 HYGIENIST	393	29.5	35	10.3	428	25.6
2 HYGIENISTS	71	5.3	14	4.0	84	5.0
3 OR MORE HYGIENISTS	20	1.5	9	2.6	29	1.7
ALL - WEIGHTED	1335	100.0	339	100.0	1674	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

PERCENT OF DENTISTS EMPLOYING PART-TIME HYGIENISTS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL	
	WEIGHTED		WEIGHTED		WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
PART-TIME HYGIENISTS						
NO HYGIENISTS	819	61.3	291	85.9	1110	66.3
1 HYGIENIST	330	24.7	27	8.0	357	21.3
2 HYGIENISTS	118	8.8	11	3.3	129	7.7
3 OR MORE HYGIENISTS	68	5.1	10	2.8	78	4.7
ALL - WEIGHTED	1335	100.0	339	100.0	1674	100.0

MEAN HYGIENISTS PER DENTIST

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
FULL- OR PART-TIME HYGIENISTS PER DENTIST	0.80	1249	0.37	426	0.71	1675
FULL-TIME HYGIENISTS PER DENTIST	0.33	1249	0.19	426	0.30	1675
PART-TIME HYGIENISTS PER DENTIST	0.47	1249	0.18	426	0.41	1675

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

MEAN HYGIENISTS PER DENTIST AMONG DENTISTS EMPLOYING HYGIENISTS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
FULL- OR PART-TIME HYGIENISTS PER DENTIST	1.27	782	1.47	108	1.29	890
FULL-TIME HYGIENISTS PER DENTIST	0.91	453	1.15	72	0.93	525
PART-TIME HYGIENISTS PER DENTIST	1.21	483	1.26	60	1.22	543

MEAN NUMBER OF PATIENTS TREATED BY HYGIENIST PER WEEK

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PATIENTS TREATED PER WEEK		PATIENTS TREATED PER WEEK		PATIENTS TREATED PER WEEK	
	MEAN	N	MEAN	N	MEAN	N
TOTAL DENTISTS						
1 DENTIST	33.1	517	42.0	53	33.7	570
2 DENTISTS	45.3	153	46.8	25	45.4	178
3 OR MORE DENTISTS	66.7	78	87.5	13	69.0	91
ALL - WEIGHTED	39.1	748	49.8	91	40.0	839

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

HYGIENIST MEAN LENGTH OF EMPLOYMENT (IN YEARS)

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	N	MEAN	N	MEAN	N
LENGTH OF EMPLOYMENT IN THIS PRACTICE	4.83	1049	5.57	146	4.90	1195
PRIOR EXPERIENCE	5.10	1028	3.86	132	4.99	1160

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

MEAN WEEKLY HYGIENIST SALARY ON A FULL-TIME BASIS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	WEEKLY HYGIENIST SALARY		WEEKLY HYGIENIST SALARY		WEEKLY HYGIENIST SALARY	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
NUMBER OF DENTISTS						
ONE DENTIST	461.35	203	448.78	30	460.11	233
2 DENTISTS	469.53	88	506.95	18	474.48	106
3 OR MORE DENTISTS	505.79	76	466.18	19	499.58	95
ALL - WEIGHTED	472.52	367	469.34	67	472.14	434

MEAN HOURLY HYGIENIST SALARY ON A FULL- OR PART-TIME BASIS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	HOURLY HYGIENIST SALARY		HOURLY HYGIENIST SALARY		HOURLY HYGIENIST SALARY	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
NUMBER OF DENTISTS						
ONE DENTIST	14.48	592	14.75	68	14.50	660
2 DENTISTS	15.36	224	15.50	37	15.38	261
3 OR MORE DENTISTS	14.98	147	13.87	28	14.85	175
ALL - WEIGHTED	14.76	963	14.77	133	14.76	1096

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

PERCENT OF DENTISTS EMPLOYING FULL- OR PART-TIME ASSISTANTS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL	
	WEIGHTED		WEIGHTED		WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
NUMBER OF ASSISTANTS						
NO ASSISTANTS	128	9.6	19	5.6	147	8.8
1 ASSISTANT	557	41.7	71	20.9	628	37.5
2 ASSISTANTS	402	30.1	95	28.2	497	29.7
3 OR MORE ASSISTANTS	248	18.6	154	45.3	401	24.0
ALL - WEIGHTED	1335	100.0	339	100.0	1674	100.0

PERCENT OF DENTISTS EMPLOYING FULL-TIME ASSISTANTS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL	
	WEIGHTED		WEIGHTED		WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
FULL-TIME ASSISTANTS						
NO ASSISTANTS	260	19.5	48	14.1	307	18.4
1 ASSISTANT	675	50.6	100	29.6	776	46.3
2 ASSISTANTS	283	21.2	96	28.4	379	22.7
3 OR MORE ASSISTANTS	116	8.7	95	27.9	211	12.6
ALL - WEIGHTED	1335	100.0	339	100.0	1674	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

PERCENT OF DENTISTS EMPLOYING PART-TIME ASSISTANTS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL	
	WEIGHTED		WEIGHTED		WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
PART-TIME ASSISTANTS						
NO ASSISTANTS	914	68.5	205	60.6	1119	66.9
1 ASSISTANT	286	21.5	74	21.8	360	21.5
2 ASSISTANTS	94	7.0	39	11.5	133	7.9
3 OR MORE ASSISTANTS	41	3.0	21	6.1	61	3.7
ALL - WEIGHTED	1335	100.0	339	100.0	1674	100.0

MEAN CHAIRSIDE ASSISTANTS PER DENTIST

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
FULL- OR PART-TIME ASSISTANTS PER DENTIST	1.30	1249	1.99	426	1.44	1675
FULL-TIME ASSISTANTS PER DENTIST	0.95	1249	1.45	426	1.05	1675
PART-TIME ASSISTANTS PER DENTIST	0.36	1249	0.54	426	0.39	1675

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

MEAN CHAIRSIDE ASSISTANTS PER DENTIST AMONG DENTISTS EMPLOYING ASSISTANTS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
FULL- OR PART-TIME ASSISTANTS PER DENTIST	1.44	1129	2.11	402	1.58	1531
FULL-TIME ASSISTANTS PER DENTIST	1.17	1006	1.69	366	1.28	1372
PART-TIME ASSISTANTS PER DENTIST	1.13	394	1.37	168	1.19	562

NUMBER OF FORMALLY TRAINED ASSISTANTS AMONG DENTISTS EMPLOYING ASSISTANTS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL	
	WEIGHTED		WEIGHTED		WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
NUMBER OF FORMALLY TRAINED ASSISTANTS (FULL- OR PART-TIME)						
NONE	72	32.4	32	36.4	103	33.5
ONE	38	17.2	8	9.1	46	15.0
TWO	59	26.7	17	20.0	76	24.7
THREE	36	16.4	16	18.2	52	16.9
FOUR OR MORE	16	7.3	14	16.3	31	9.9
ALL - WEIGHTED	221	100.0	87	100.0	308	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

ASSISTANT MEAN LENGTH OF EMPLOYMENT (IN YEARS)

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	N	MEAN	N	MEAN	N
LENGTH OF EMPLOYMENT IN THIS PRACTICE	4.34	1651	4.67	756	4.42	2407
PRIOR EXPERIENCE	2.81	1627	2.89	697	2.83	2324

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

MEAN WEEKLY ASSISTANT SALARY ON A FULL-TIME BASIS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	WEEKLY ASSISTANT SALARY		WEEKLY ASSISTANT SALARY		WEEKLY ASSISTANT SALARY	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
NUMBER OF DENTISTS						
ONE DENTIST	274.74	751	311.56	298	283.13	1049
2 DENTISTS	283.82	262	311.37	185	293.31	447
3 OR MORE DENTISTS	281.75	177	314.85	96	291.27	273
ALL - WEIGHTED	277.78	1190	312.05	579	286.89	1796

MEAN HOURLY ASSISTANT SALARY ON A FULL- OR PART-TIME BASIS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	HOURLY ASSISTANT SALARY		HOURLY ASSISTANT SALARY		HOURLY ASSISTANT SALARY	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
NUMBER OF DENTISTS						
ONE DENTIST	7.39	1057	8.75	451	7.72	1508
2 DENTISTS	7.55	367	8.49	227	7.85	594
3 OR MORE DENTISTS	7.66	216	8.32	125	7.86	341
ALL - WEIGHTED	7.46	1640	8.61	803	7.77	2443

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

PERCENT OF DENTISTS EMPLOYING FULL- OR PART-TIME SECRETARIES

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL	
	WEIGHTED		WEIGHTED		WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
NUMBER OF SECRETARIES						
NO SECRETARIES	239	18.0	22	6.6	262	15.7
1 SECRETARY	760	57.1	186	55.1	946	56.7
2 SECRETARIES	253	19.0	90	26.6	343	20.6
3 OR MORE SECRETARIES	79	5.9	40	11.8	119	7.1
ALL - WEIGHTED	1332	100.0	338	100.0	1670	100.0

PERCENT OF DENTISTS EMPLOYING FULL-TIME SECRETARIES

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL	
	WEIGHTED		WEIGHTED		WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
FULL-TIME SECRETARIES						
NO SECRETARIES	351	26.3	60	17.8	411	24.6
1 SECRETARY	818	61.2	200	58.9	1017	60.8
2 SECRETARIES	130	9.8	50	14.8	180	10.8
3 OR MORE SECRETARIES	36	2.7	29	8.5	65	3.9
ALL - WEIGHTED	1335	100.0	339	100.0	1674	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

PERCENT OF DENTISTS EMPLOYING PART-TIME SECRETARIES

	TYPE OF DENTIST				ALL	
	GENERAL PRACTITIONER		SPECIALIST			
	WEIGHTED		WEIGHTED		WEIGHTED	
PART-TIME SECRETARIES	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
NO SECRETARIES	1070	80.3	241	71.3	1311	78.5
1 SECRETARY	202	15.2	78	23.1	280	16.8
2 SECRETARIES	50	3.8	17	5.2	68	4.1
3 OR MORE SECRETARIES	10	0.7	2	0.5	11	0.7
ALL - WEIGHTED	1332	100.0	338	100.0	1670	100.0

MEAN SECRETARIES PER DENTIST

	TYPE OF DENTIST				ALL - WEIGHTED	
	GENERAL PRACTITIONER		SPECIALIST			
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
FULL- OR PART-TIME SECRETARIES PER DENTIST	0.90	1246	1.13	425	0.95	1671
FULL-TIME SECRETARIES PER DENTIST	0.70	1249	0.86	426	0.73	1675
PART-TIME SECRETARIES PER DENTIST	0.20	1246	0.28	425	0.22	1671

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

MEAN SECRETARY PER DENTIST AMONG DENTISTS EMPLOYING SECRETARIES

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
FULL- OR PART-TIME SECRETARIES PER DENTIST	1.10	1022	1.21	397	1.12	1419
FULL-TIME SECRETARIES PER DENTIST	0.95	919	1.04	349	0.97	1268
PART-TIME SECRETARIES PER DENTIST	1.01	245	0.97	122	1.00	367

SECRETARY MEAN LENGTH OF EMPLOYMENT (IN YEARS)

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	N	MEAN	N	MEAN	N
LENGTH OF EMPLOYMENT IN THIS PRACTICE	5.07	1078	5.31	400	5.12	1478
PRIOR EXPERIENCE	3.64	1048	3.51	373	3.61	1421

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

MEAN WEEKLY SECRETARY SALARY ON A FULL-TIME BASIS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	WEEKLY SECRETARY SALARY		WEEKLY SECRETARY SALARY		WEEKLY SECRETARY SALARY	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
NUMBER OF DENTISTS						
ONE DENTIST	297.71	538	345.52	170	306.81	708
2 DENTISTS	321.93	177	347.61	92	329.09	269
3 OR MORE DENTISTS	311.47	104	343.11	54	320.29	158
ALL - WEIGHTED	304.69	819	345.72	316	313.84	1135

MEAN HOURLY SECRETARY SALARY ON A FULL- OR PART-TIME BASIS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	HOURLY SECRETARY SALARY		HOURLY SECRETARY SALARY		HOURLY SECRETARY SALARY	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
NUMBER OF DENTISTS						
ONE DENTIST	8.03	714	9.25	249	8.28	963
2 DENTISTS	8.55	238	9.07	113	8.68	351
3 OR MORE DENTISTS	8.20	120	8.85	63	8.39	183
ALL - WEIGHTED	8.16	1072	9.14	425	8.39	1497

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

PERCENT OF DENTISTS EMPLOYING FULL- OR PART-TIME TECHNICIANS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL	
	WEIGHTED		WEIGHTED		WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
FULL- OR PART-TIME TECHNICIANS						
NO TECHNICIANS	1253	93.8	266	78.6	1518	90.8
1 TECHNICIAN	59	4.4	54	16.0	113	6.7
2 OR MORE TECHNICIANS	24	1.8	18	5.4	42	2.5
ALL - WEIGHTED	1335	100.0	338	100.0	1673	100.0

PERCENT OF DENTISTS EMPLOYING FULL-TIME TECHNICIANS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL	
	WEIGHTED		WEIGHTED		WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
FULL-TIME TECHNICIANS						
NO TECHNICIANS	1274	95.4	290	85.9	1564	93.5
1 TECHNICIAN	44	3.3	41	12.0	84	5.0
2 OR MORE TECHNICIANS	17	1.3	7	2.1	24	1.5
ALL - WEIGHTED	1335	100.0	338	100.0	1673	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

PERCENT OF DENTISTS EMPLOYING PART-TIME TECHNICIANS

	TYPE OF DENTIST				ALL	
	GENERAL PRACTITIONER		SPECIALIST			
	WEIGHTED		WEIGHTED		WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
PART-TIME TECHNICIANS						
NO TECHNICIANS	1304	97.7	306	90.6	1610	96.2
1 TECHNICIAN	27	2.0	27	8.0	54	3.2
2 OR MORE TECHNICIANS	4	0.3	5	1.4	9	0.5
ALL - WEIGHTED	1335	100.0	338	100.0	1673	100.0

MEAN TECHNICIANS PER DENTIST

	TYPE OF DENTIST				ALL - WEIGHTED	
	GENERAL PRACTITIONER		SPECIALIST			
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
FULL- OR PART-TIME TECHS PER DENTIST	0.06	1249	0.21	425	0.09	1674
FULL-TIME TECHNICIANS PER DENTIST	0.04	1249	0.12	425	0.06	1674
PART-TIME TECHNICIANS PER DENTIST	0.02	1249	0.09	425	0.03	1674

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

MEAN TECHNICIANS PER DENTIST AMONG DENTISTS EMPLOYING TECHNICIANS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
FULL- OR PART-TIME TECHS PER DENTIST	0.94	77	0.99	91	0.96	168
FULL-TIME TECHNICIANS PER DENTIST	0.87	57	0.83	60	0.86	117
PART-TIME TECHNICIANS PER DENTIST	0.79	29	0.99	40	0.89	69

TECHNICIAN MEAN LENGTH OF EMPLOYMENT (IN YEARS)

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	N	MEAN	N	MEAN	N
LENGTH OF EMPLOYMENT IN THIS PRACTICE	5.62	46	6.46	71	6.07	117
PRIOR EXPERIENCE	7.42	43	3.36	61	5.34	104

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

MEAN TECHNICIAN SALARY

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL	
	WEIGHTED		WEIGHTED		WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
WEEKLY FULL-TIME	421.40	30	362.87	47	389.89	77
HOURLY FULL- OR PART-TIME	10.76	43	9.91	73	10.29	116

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

PERCENT OF DENTISTS EMPLOYING FULL- OR PART-TIME BOOKKEEPERS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL	
	WEIGHTED		WEIGHTED		WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
NUMBER OF BOOKKEEPERS						
NO BOOKKEEPERS	940	70.7	199	59.0	1139	68.4
1 BOOKKEEPER	339	25.5	110	32.5	449	26.9
2 OR MORE BOOKKEEPERS	50	3.8	29	8.5	79	4.7
ALL - WEIGHTED	1330	100.0	337	100.0	1667	100.0

PERCENT OF DENTISTS EMPLOYING FULL-TIME BOOKKEEPERS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL	
	WEIGHTED		WEIGHTED		WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
FULL-TIME BOOKKEEPERS						
NO BOOKKEEPERS	1157	86.9	252	74.6	1410	84.4
1 BOOKKEEPER	152	11.4	69	20.5	221	13.2
2 OR MORE BOOKKEEPERS	22	1.7	17	4.9	39	2.3
ALL - WEIGHTED	1332	100.0	338	100.0	1670	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

PERCENT OF DENTISTS EMPLOYING PART-TIME BOOKKEEPERS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL	
	WEIGHTED		WEIGHTED		WEIGHTED	
PART-TIME BOOKKEEPERS	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
NO BOOKKEEPERS	1092	82.0	278	82.5	1371	82.1
1 BOOKKEEPER	226	16.9	52	15.6	278	16.7
2 OR MORE BOOKKEEPERS	14	1.0	6	1.9	20	1.2
ALL - WEIGHTED	1332	100.0	337	100.0	1669	100.0

MEAN BOOKKEEPER PER DENTIST

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
FULL- OR PART-TIME BOOKKEEPERS PER DENTIST	0.25	1244	0.36	424	0.28	1668
FULL-TIME BOOKKEEPERS PER DENTIST	0.10	1246	0.21	425	0.12	1671
PART-TIME BOOKKEEPERS PER DENTIST	0.15	1246	0.15	424	0.15	1670

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

MEAN BOOKKEEPER PER DENTIST AMONG DENTISTS EMPLOYING BOOKKEEPERS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
FULL- OR PART-TIME BOOKKEEPERS PER DENTIST	0.87	364	0.88	174	0.87	538
FULL-TIME BOOKKEEPERS PER DENTIST	0.78	162	0.82	107	0.79	269
PART-TIME BOOKKEEPERS PER DENTIST	0.85	222	0.88	74	0.86	296

BOOKKEEPER MEAN LENGTH OF EMPLOYMENT (IN YEARS)

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	N	MEAN	N	MEAN	N
LENGTH OF EMPLOYMENT IN THIS PRACTICE	7.32	257	6.48	136	7.08	393
PRIOR EXPERIENCE	4.91	248	5.18	114	4.98	362

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

MEAN WEEKLY BOOKKEEPER SALARY ON A FULL-TIME BASIS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	WEEKLY BOOKKEEPER SALARY		WEEKLY BOOKKEEPER SALARY		WEEKLY BOOKKEEPER SALARY	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
NUMBER OF DENTISTS						
ONE DENTIST	336.59	59	403.06	35	356.95	94
2 DENTISTS	360.50	22	412.68	25	384.41	47
3 OR MORE DENTISTS	354.80	35	437.57	23	381.98	58
ALL - WEIGHTED	346.62	116	415.52	83	370.56	199

MEAN HOURLY BOOKKEEPER SALARY ON A FULL- OR PART-TIME BASIS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	HOURLY BOOKKEEPER SALARY		HOURLY BOOKKEEPER SALARY		HOURLY BOOKKEEPER SALARY	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
NUMBER OF DENTISTS						
ONE DENTIST	10.90	144	11.57	70	11.08	214
2 DENTISTS	10.77	57	11.56	44	11.06	101
3 OR MORE DENTISTS	10.15	52	11.54	28	10.55	80
ALL - WEIGHTED	10.72	253	11.56	142	10.97	395

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

II. SOLO DENTISTS

Most solo dentists (95.4%) employed some full- or part-time staff. Just under one-half (47.3%) had one to three employees, and 48.1% employed four or more staff members.

Fewer dentists (86.6%) employed full-time staff. Only 19.5% of solo dentists employed four or more full-time staff members. Just over three-quarters (67.1%) employed between one and three full-time personnel.

Slightly over one-quarter of solo dentists (26.2%) employed one part-time employee, while 38.1% employed no part-time personnel. The average number of personnel (full- or part-time) per dentist among dentists who employed personnel was 3.78.

DENTAL HYGIENISTS

Half (50.4%) of the solo dentists reported employing at least one full- or part-time dental hygienist. More general practitioners than specialists employed hygienists. Over half (56.8%) of solo general practitioners and less than one quarter (22.5%) of solo specialists employed at least one full- or part-time hygienist. This pattern held among dentists employing full-time hygienists and dentists employing part-time hygienists. In each case, more general practitioners employed hygienists than did specialists.

Among solo dentists employing hygienists, the mean number of hygienists per dentists was 1.46. These hygienists treated an average of 33.7 patients per week. Hygienists employed by solo specialists treated slightly more patients per week (42.0), and hygienists employed by solo general practitioners treated slightly fewer patients per week (33.1).

Hygienists employed by solo dentists had an average of just under five years (4.90) experience in the current practice and just over five years (5.26) prior experience. The average weekly salary paid to a full-time hygienist was $460.11 and the average hourly salary on a full- or part-time basis was $14.50.

CHAIRSIDE ASSISTANTS

Only 11.2% of all solo dentists did not employ chairside assistants. Just under one-half (45.9%) employed one assistant, and 42.9% employed two or more assistants. A higher proportion of general practitioners employed only one assistant (50.0%) than employed two or more (37.9%). Among specialists, 28.0% employed one assistant while 64.5% employed two or more assistants. Over three quarters of solo dentists employed full-time assistants (77.4%), but only 29.3% employed part-time assistants.

Among dentists employing assistants, the mean number of assistants per dentist was 1.46. The average chairside assistant had just under five years (4.56) experience in the current position and 2.91 years prior experience. The average weekly salary for a full-time hygienist was $283.13 and the average hourly salary on a full- or part-time basis was $7.72. Chairside assistants employed by solo specialists were paid a slightly higher average hourly salary ($8.75) than were assistants employed by solo general practitioners ($7.39).

Among those solo dentists who employed assistants, the mean number of assistants who had received formal training was 1.37. This number was virtually the same for solo general practitioners (1.31) and solo specialists (1.53). Among all solo dentists who employed assistants, over one-third (35.8%) employed no assistants who had received formal training, 17.3% employed one, 27.7% employed two, and 19.2% employed three or more assistants who had received formal training.

SECRETARIES AND RECEPTIONISTS

Over eighty percent of solo dentists (80.7%) employed at least one secretary or receptionist. Seventy percent (70.8%) employed at least one full-time secretary or receptionist, but only 19.3% employed any part-time secretaries or receptionists. Fewer general practitioners than specialists employed full- or part-time secretaries (78.3% of GPs vs. 91.1% of specialists).

Most solo dentists employed one secretary or receptionist on a full- or part-time basis (62.4%) while only 18.3% employed two or more secretaries or receptionists. Among dentists employing secretaries, the average number of secretaries (full- or part-time) per dentist was 1.26. These secretaries had an average of 5.22 years experience in the current practice and 3.65 years prior experience. They were paid an average of $306.81 on a full-time basis and $8.28 per hour on a full- or part-time basis. Specialists paid a higher average hourly salary than did GPs ($9.25 vs. $8.03).

DENTAL LABORATORY TECHNICIANS

Almost all solo dentists (93.1%) did not employ full- or part-time laboratory technicians; 5.8% employed one technician, and only 1.0% employed two or more technicians. A higher percentage of the specialists employed technicians than did of the general practitioners (19.5% of the specialists and 3.9% of the general practitioners).

Among all solo dentists, the mean number of technicians per dentist was 0.08. Among dentists employing technicians, this average was 1.46 technicians per dentist. The average technician employed by a solo dentist had 6.67 years experience in the current practice and 5.72 years of prior experience. The mean weekly salary paid to a technician on a full-time basis was $379.78. The mean hourly salary on a full- or part-time basis was $10.11.

BOOKKEEPERS AND BUSINESS PERSONNEL

Three quarters of solo dentists (73.5%) did not employ full- or part-time bookkeepers or business personnel. Just under one quarter (24.6%) employed one full- or part-time bookkeeper; only 1.9% employed two or more bookkeepers. Among all dentists, the average number of full- or part-time bookkeepers per dentist was 0.28. Among dentists employing bookkeepers, this average was 1.07 full- or part-time bookkeepers per dentist.

The average bookkeeper had 7.35 years of experience in the current practice and 5.25 years of prior experience. On a full-time basis, the average bookkeeper was paid $356.95 weekly. The average hourly bookkeeper salary on a full-or part-time basis was $11.08.

EMPLOYMENT OPPORTUNITIES IN THE PRIVATE PRACTICE

Almost twenty percent (19.9%) of solo dentists reported open positions for dental hygienists that were filled in 1987, and 6.9% reported open positions that were left unfilled. Similarly, 33.2% of solo dentists had open positions for chairside assistants that were filled in 1987, and only 4.0% had positions that were left unfilled. The mean salary for a hygienist with no prior experience was $12.76 an hour; for a chairside assistant with no experience, this figure was $6.20 an hour. Among solo dentists having at least one open hygienist position in 1987, the average number of weeks the position was open was 9.46. Among solo dentists with at least one open chairside assistant position, the average number of weeks the position was open was 3.61.

Under one quarter (21.0%) of solo GPs reported that they had at least one open position for a dental hygienist that was filled in 1987, and 7.8% reported at least one position left unfilled. For general practitioners with open hygienist positions, the average number of weeks the position was open was 9.69. Solo GPs would have paid an average of $12.76 an hour as a starting salary for a hygienist with no prior experience.

Among solo specialists, 14.3% reported having open positions for hygienists that were filled in 1987, and only 1.5% reported open positions that were left unfilled. Among those who had open positions, the average number of weeks the position was open was 7.09. A solo specialist would have paid an average starting salary of $12.85 an hour to a hygienist with no prior experience.

Of the solo general practitioners in the sample, 32.8% reported having open positions for chairside assistants that were filled in 1987 and 4.0% reported open positions for assistants that were left unfilled. The solo general practitioners in the sample would have paid an average starting salary of $6.10 an hour to a chairside assistant with no prior experience.

Solo specialists would have paid an average starting salary of $6.62 an hour to an assistant with no prior experience. Among solo specialists, 34.7% reported open positions for chairside assistants that were filled in 1987, and 4.2% reported open assistant positions that were left unfilled. For solo GPs with open assistant positions, the average number of weeks the position was open was 3.49; for solo specialists, this figure was 4.10 weeks.

EMPLOYMENT OF DENTAL PRACTICE PERSONNEL

SOLO DENTISTS
ALL STAFF

PERCENT OF DENTISTS EMPLOYING FULL- OR PART-TIME PERSONNEL

	TYPE OF DENTIST				ALL	
	GENERAL PRACTITIONER		SPECIALIST			
	WEIGHTED		WEIGHTED		WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
NUMBER OF EMPLOYEES						
NO EMPLOYEES	53	5.3	3	1.4	57	4.6
1 EMPLOYEE	115	11.5	13	5.5	128	10.4
2 EMPLOYEES	178	17.8	37	16.2	216	17.6
3 EMPLOYEES	195	19.4	44	18.9	238	19.3
4 EMPLOYEES	184	18.4	34	14.8	218	17.7
5 EMPLOYEES	131	13.1	35	15.1	166	13.5
6 EMPLOYEES	71	7.1	25	11.0	96	7.8
7 OR MORE EMPLOYEES	73	7.3	40	17.2	112	9.1
ALL	1000	100.0	231	100.0	1231	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

PERCENT OF DENTISTS EMPLOYING FULL-TIME PERSONNEL

	TYPE OF DENTIST				ALL	
	GENERAL PRACTITIONER		SPECIALIST			
	WEIGHTED		WEIGHTED		WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
FULL-TIME EMPLOYEES						
NO EMPLOYEES	146	14.6	19	8.2	166	13.4
1 EMPLOYEE	185	18.4	33	14.4	218	17.7
2 EMPLOYEES	309	30.8	55	23.6	364	29.4
3 EMPLOYEES	195	19.4	52	22.6	247	20.0
4 EMPLOYEES	96	9.6	25	10.6	121	9.8
5 EMPLOYEES	48	4.8	24	10.3	72	5.8
6 EMPLOYEES	17	1.7	11	4.8	28	2.3
7 OR MORE EMPLOYEES	7	0.7	13	5.5	20	1.6
ALL	1004	100.0	232	100.0	1236	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

EMPLOYMENT OF DENTAL PRACTICE PERSONNEL

SOLO DENTISTS
ALL STAFF

PERCENT OF DENTISTS EMPLOYING PART-TIME PERSONNEL

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL	
	WEIGHTED		WEIGHTED		WEIGHTED	
PART-TIME EMPLOYEES	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
NO EMPLOYEES	385	38.4	86	37.1	471	38.1
1 EMPLOYEE	267	26.7	56	24.1	323	26.2
2 EMPLOYEES	180	17.9	42	18.2	222	18.0
3 EMPLOYEES	98	9.8	22	9.6	121	9.8
4 EMPLOYEES	33	3.3	15	6.5	48	3.9
5 EMPLOYEES	25	2.5	7	3.1	32	2.6
6 EMPLOYEES	11	1.1	2	1.0	13	1.1
7 OR MORE EMPLOYEES	4	0.4	1	0.3	5	0.4
ALL	1002	100.0	231	100.0	1234	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

EMPLOYMENT OF DENTAL PRACTICE PERSONNEL

SOLO DENTISTS
ALL STAFF

MEAN PERSONNEL PER DENTIST

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	N	MEAN	N	MEAN	N
FULL- OR PART-TIME PERSONNEL PER DENTIST	3.44	936	4.35	291	3.61	1227
FULL-TIME PERSONNEL PER DENTIST	2.17	939	2.96	292	2.32	1231
PART-TIME PERSONNEL PER DENTIST	1.27	938	1.40	291	1.29	1229

MEAN PERSONNEL PER DENTIST AMONG DENTISTS WITH EMPLOYEES

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	N	MEAN	N	MEAN	N
FULL- OR PART-TIME PERSONNEL PER DENTIST	3.63	886	4.41	287	3.78	1173
FULL-TIME PERSONNEL PER DENTIST	2.54	802	3.22	268	2.67	1070
PART-TIME PERSONNEL PER DENTIST	2.06	578	2.22	183	2.09	761

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

PERCENT OF DENTISTS EMPLOYING FULL- OR PART-TIME HYGIENISTS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL	
	WEIGHTED		WEIGHTED		WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
NUMBER OF HYGIENISTS						
NO HYGIENISTS	435	43.2	181	77.5	616	49.6
1 HYGIENIST	377	37.5	25	10.9	403	32.5
2 HYGIENISTS	153	15.2	18	7.8	171	13.8
3 OR MORE HYGIENISTS	42	4.1	9	3.8	50	4.1
ALL - WEIGHTED	1007	100.0	233	100.0	1240	100.0

PERCENT OF DENTISTS EMPLOYING FULL-TIME HYGIENISTS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL	
	WEIGHTED		WEIGHTED		WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
FULL-TIME HYGIENISTS						
NO HYGIENISTS	709	70.4	197	84.6	906	73.1
1 HYGIENIST	274	27.2	24	10.2	297	24.0
2 HYGIENISTS	22	2.2	10	4.4	33	2.6
3 OR MORE HYGIENISTS	2	0.2	2	0.7	4	0.3
ALL - WEIGHTED	1007	100.0	233	100.0	1240	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

PERCENT OF DENTISTS EMPLOYING PART-TIME HYGIENISTS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL	
	WEIGHTED		WEIGHTED		WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
PART-TIME HYGIENISTS						
NO HYGIENISTS	660	65.6	207	88.7	867	70.0
1 HYGIENIST	236	23.5	17	7.2	253	20.4
2 HYGIENISTS	78	7.7	6	2.4	84	6.7
3 OR MORE HYGIENISTS	32	3.2	4	1.7	36	2.9
ALL - WEIGHTED	1007	100.0	233	100.0	1240	100.0

MEAN HYGIENISTS PER DENTIST

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
FULL- OR PART-TIME HYGIENISTS PER DENTIST	0.81	942	0.39	293	0.73	1235
FULL-TIME HYGIENISTS PER DENTIST	0.32	942	0.21	293	0.30	1235
PART-TIME HYGIENISTS PER DENTIST	0.49	942	0.17	293	0.43	1235

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

MEAN HYGIENIST PER DENTIST AMONG DENTISTS EMPLOYING HYGIENISTS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
FULL- OR PART-TIME HYGIENISTS PER DENTIST	1.43	535	1.71	66	1.46	601
FULL-TIME HYGIENISTS PER DENTIST	1.09	279	1.38	45	1.12	324
PART-TIME HYGIENISTS PER DENTIST	1.43	324	1.55	33	1.44	357

MEAN NUMBER OF PATIENTS TREATED BY HYGIENIST PER WEEK

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PATIENTS TREATED PER WEEK		PATIENTS TREATED PER WEEK		PATIENTS TREATED PER WEEK	
	MEAN	N	MEAN	N	MEAN	N
TOTAL DENTISTS						
1 DENTIST	33.1	517	42.0	53	33.7	570
ALL - WEIGHTED	33.1	517	42.0	53	33.7	570

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

HYGIENIST MEAN LENGTH OF EMPLOYMENT (IN YEARS)

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	N	MEAN	N	MEAN	N
LENGTH OF EMPLOYMENT IN THIS PRACTICE	4.84	641	5.57	74	4.90	715
PRIOR EXPERIENCE	5.37	622	3.98	69	5.26	691

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

MEAN WEEKLY HYGIENIST SALARY ON A FULL-TIME BASIS

	TYPE OF DENTIST				ALL - WEIGHTED	
	GENERAL PRACTITIONER		SPECIALIST			
	WEEKLY HYGIENIST SALARY		WEEKLY HYGIENIST SALARY		WEEKLY HYGIENIST SALARY	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
NUMBER OF DENTISTS						
ONE DENTIST	461.35	203	448.78	30	460.11	233
ALL - WEIGHTED	461.35	203	448.78	30	460.11	233

MEAN HOURLY HYGIENIST SALARY ON A FULL- OR PART-TIME BASIS

	TYPE OF DENTIST				ALL - WEIGHTED	
	GENERAL PRACTITIONER		SPECIALIST			
	HOURLY HYGIENIST SALARY		HOURLY HYGIENIST SALARY		HOURLY HYGIENIST SALARY	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
NUMBER OF DENTISTS						
ONE DENTIST	14.48	592	14.75	68	14.50	660
ALL - WEIGHTED	14.48	592	14.75	68	14.50	660

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

PERCENT OF DENTISTS EMPLOYING FULL- OR PART-TIME ASSISTANTS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL	
	WEIGHTED		WEIGHTED		WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
NUMBER OF ASSISTANTS						
NO ASSISTANTS	122	12.1	17	7.5	139	11.2
1 ASSISTANT	503	50.0	65	28.0	569	45.9
2 ASSISTANTS	296	29.4	70	30.0	366	29.5
3 OR MORE ASSISTANTS	85	8.5	80	34.5	166	13.4
ALL - WEIGHTED	1007	100.0	233	100.0	1240	100.0

PERCENT OF DENTISTS EMPLOYING FULL-TIME ASSISTANTS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL	
	WEIGHTED		WEIGHTED		WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
FULL-TIME ASSISTANTS						
NO ASSISTANTS	237	23.6	43	18.4	280	22.6
1 ASSISTANT	575	57.1	87	37.2	662	53.4
2 ASSISTANTS	176	17.5	64	27.3	240	19.4
3 OR MORE ASSISTANTS	18	1.8	40	17.1	58	4.7
ALL - WEIGHTED	1007	100.0	233	100.0	1240	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

PERCENT OF DENTISTS EMPLOYING PART-TIME ASSISTANTS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL	
	WEIGHTED		WEIGHTED		WEIGHTED	
PART-TIME ASSISTANTS	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
NO ASSISTANTS	730	72.5	147	63.1	877	70.7
1 ASSISTANT	197	19.5	45	19.5	242	19.5
2 ASSISTANTS	58	5.7	28	11.9	86	6.9
3 OR MORE ASSISTANTS	22	2.2	13	5.5	35	2.8
ALL - WEIGHTED	1007	100.0	233	100.0	1240	100.0

MEAN CHAIRSIDE ASSISTANTS PER DENTIST

	TYPE OF DENTIST				ALL - WEIGHTED	
	GENERAL PRACTITIONER		SPECIALIST			
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
FULL- OR PART-TIME ASSISTANTS PER DENTIST	1.36	942	2.13	293	1.50	1235
FULL-TIME ASSISTANTS PER DENTIST	0.98	942	1.52	293	1.08	1235
PART-TIME ASSISTANTS PER DENTIST	0.38	942	0 62	293	0.42	1235

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

MEAN CHAIRSIDE ASSISTANTS PER DENTIST AMONG DENTISTS EMPLOYING ASSISTANTS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
FULL- OR PART-TIME ASSISTANTS PER DENTIST	1.43	535	1.71	66	1.46	601
FULL-TIME ASSISTANTS PER DENTIST	1.09	279	1.38	45	1.12	324
PART-TIME ASSISTANTS PER DENTIST	1.43	324	1.55	33	1.44	357

NUMBER OF FORMALLY TRAINED ASSISTANTS AMONG DENTISTS EMPLOYING ASSISTANTS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL	
	WEIGHTED		WEIGHTED		WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
NUMBER OF FORMALLY TRAINED ASSISTANTS (FULL- OR PART-TIME)						
NONE	44	33.9	21	40.6	64	35.8
ONE	29	22.3	2	4.7	31	17.3
TWO	36	28.1	14	26.6	50	27.7
THREE	17	13.2	10	20.3	27	15.2
FOUR OR MORE	3	2.5	4	7.8	8	4.0
ALL - WEIGHTED	129	100.0	51	100.0	180	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

ASSISTANT MEAN LENGTH OF EMPLOYMENT (IN YEARS)

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	N	MEAN	N	MEAN	N
LENGTH OF EMPLOYMENT IN THIS PRACTICE	4.53	1075	4.67	438	4.56	1513
PRIOR EXPERIENCE	2.93	1046	2.87	405	2.91	1451

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

MEAN WEEKLY ASSISTANT SALARY ON A FULL-TIME BASIS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	WEEKLY ASSISTANT SALARY		WEEKLY ASSISTANT SALARY		WEEKLY ASSISTANT SALARY	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
NUMBER OF DENTISTS						
ONE DENTIST	274.74	751	311.56	298	283.13	1049
ALL - WEIGHTED	274.74	751	311.56	298	283.13	1049

MEAN HOURLY ASSISTANT SALARY ON A FULL- OR PART-TIME BASIS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	HOURLY ASSISTANT SALARY		HOURLY ASSISTANT SALARY		HOURLY ASSISTANT SALARY	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
NUMBER OF DENTISTS						
ONE DENTIST	7.39	1057	8.75	451	7.72	1508
ALL - WEIGHTED	7.39	1057	8.75	451	7.72	1508

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 *SURVEY OF DENTAL PRACTICE*.

PERCENT OF DENTISTS EMPLOYING FULL- OR PART-TIME SECRETARIES

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL	
	WEIGHTED		WEIGHTED		WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
NUMBER OF SECRETARIES						
NO SECRETARIES	218	21.7	21	8.9	239	19.3
1 SECRETARY	621	61.8	150	64.7	771	62.4
2 SECRETARIES	150	14.9	51	21.9	201	16.2
3 OR MORE SECRETARIES	16	1.6	10	4.5	26	2.1
ALL - WEIGHTED	1005	100.0	232	100.0	1237	100.0

PERCENT OF DENTISTS EMPLOYING FULL-TIME SECRETARIES

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL	
	WEIGHTED		WEIGHTED		WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
FULL-TIME SECRETARIES						
NO SECRETARIES	310	30.8	52	22.5	362	29.2
1 SECRETARY	641	63.7	155	66.6	796	64.2
2 SECRETARIES	55	5.4	20	8.5	74	6.0
3 OR MORE SECRETARIES	1	0.1	6	2.4	7	0.5
ALL - WEIGHTED	1007	100.0	233	100.0	1240	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

PERCENT OF DENTISTS EMPLOYING PART-TIME SECRETARIES

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL	
	WEIGHTED		WEIGHTED		WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
PART-TIME SECRETARIES						
NO SECRETARIES	829	82.6	169	72.6	998	80.7
1 SECRETARY	138	13.7	52	22.6	190	15.4
2 SECRETARIES	34	3.4	11	4.8	45	3.7
3 OR MORE SECRETARIES	3	0.3	0	0.0	3	0.3
ALL - WEIGHTED	1005	100.0	232	100.0	1237	100.0

MEAN SECRETARIES PER DENTIST

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
FULL- OR PART-TIME SECRETARIES PER DENTIST	0.96	940	1.23	292	1.01	1232
FULL-TIME SECRETARIES PER DENTIST	0.75	942	0.91	293	0.78	1235
PART-TIME SECRETARIES PER DENTIST	0.21	940	0.32	292	0.23	1232

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

MEAN SECRETARY PER DENTIST AMONG DENTISTS EMPLOYING SECRETARIES

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
FULL- OR PART-TIME SECRETARIES PER DENTIST	1.23	736	1.35	266	1.26	1002
FULL-TIME SECRETARIES PER DENTIST	1.08	651	1.17	226	1.10	877
PART-TIME SECRETARIES PER DENTIST	1.23	164	1.17	80	1.22	244

SECRETARY MEAN LENGTH OF EMPLOYMENT (IN YEARS)

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	N	MEAN	N	MEAN	N
LENGTH OF EMPLOYMENT IN THIS PRACTICE	5.19	717	5.33	243	5.22	960
PRIOR EXPERIENCE	3.66	696	3.63	233	3.65	929

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

MEAN WEEKLY SECRETARY SALARY ON A FULL-TIME BASIS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	WEEKLY SECRETARY SALARY		WEEKLY SECRETARY SALARY		WEEKLY SECRETARY SALARY	
NUMBER OF DENTISTS	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
ONE DENTIST	297.71	538	345.52	170	306.81	708
ALL - WEIGHTED	297.71	538	345.52	170	306.81	708

MEAN HOURLY SECRETARY SALARY ON A FULL- OR PART-TIME BASIS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	HOURLY SECRETARY SALARY		HOURLY SECRETARY SALARY		HOURLY SECRETARY SALARY	
NUMBER OF DENTISTS	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
ONE DENTIST	8.03	714	9.25	249	8.28	963
ALL - WEIGHTED	8.03	714	9.25	249	8.28	963

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

PERCENT OF DENTISTS EMPLOYING FULL- OR PART-TIME TECHNICIANS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL	
	WEIGHTED		WEIGHTED		WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
FULL- OR PART-TIME TECHNICIANS						
NO TECHNICIANS	967	96.1	187	80.5	1154	93.1
1 TECHNICIAN	36	3.6	36	15.4	72	5.8
2 OR MORE TECHNICIANS	3	0.3	10	4.1	13	1.0
ALL - WEIGHTED	1007	100.0	232	100.0	1239	100.0

PERCENT OF DENTISTS EMPLOYING FULL-TIME TECHNICIANS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL	
	WEIGHTED		WEIGHTED		WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
FULL-TIME TECHNICIANS						
NO TECHNICIANS	980	97.3	206	88.7	1186	95.7
1 TECHNICIAN	26	2.5	25	10.6	50	4.1
2 OR MORE TECHNICIANS	1	0.1	2	0.7	3	0.2
ALL - WEIGHTED	1007	100.0	232	100.0	1239	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

PERCENT OF DENTISTS EMPLOYING PART-TIME TECHNICIANS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL	
	WEIGHTED		WEIGHTED		WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
PART-TIME TECHNICIANS						
NO TECHNICIANS	992	98.5	208	89.7	1200	96.9
1 TECHNICIAN	14	1.4	21	8.9	35	2.8
2 OR MORE TECHNICIANS	1	0.1	3	1.4	4	0.3
ALL - WEIGHTED	1007	100.0	232	100.0	1239	100.0

MEAN TECHNICIANS PER DENTIST

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
FULL- OR PART-TIME TECHS PER DENTIST	0.04	942	0.24	292	0.08	1234
FULL-TIME TECHNICIANS PER DENTIST	0.03	942	0.12	292	0.04	1234
PART-TIME TECHNICIANS PER DENTIST	0.02	942	0.12	292	0.03	1234

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

MEAN TECHNICIANS PER DENTIST AMONG DENTISTS EMPLOYING TECHNICIANS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
FULL- OR PART-TIME TECHS PER DENTIST	1.43	535	1.71	66	1.46	601
FULL-TIME TECHNICIANS PER DENTIST	1.09	279	1.38	45	1.12	324
PART-TIME TECHNICIANS PER DENTIST	1.43	324	1.55	33	1.44	357

TECHNICIAN MEAN LENGTH OF EMPLOYMENT (IN YEARS)

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	N	MEAN	N	MEAN	N
LENGTH OF EMPLOYMENT IN THIS PRACTICE	7.23	20	6.33	45	6.67	65
PRIOR EXPERIENCE	9.55	17	3.58	41	5.72	58

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

MEAN TECHNICIAN SALARY

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL	
	WEIGHTED		WEIGHTED		WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
WEEKLY FULL-TIME	—	12	--	26	379.78	38
HOURLY FULL- OR PART-TIME	--	18	9.14	41	10.11	59

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

PERCENT OF DENTISTS EMPLOYING FULL- OR PART-TIME BOOKKEEPERS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL	
	WEIGHTED		WEIGHTED		WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
NUMBER OF BOOKKEEPERS						
NO BOOKKEEPERS	753	75.2	154	66.4	908	73.5
1 BOOKKEEPER	234	23.3	70	30.1	304	24.6
2 OR MORE BOOKKEEPERS	15	1.5	8	3.4	23	1.9
ALL - WEIGHTED	1002	100.0	232	100.0	1235	100.0

PERCENT OF DENTISTS EMPLOYING FULL-TIME BOOKKEEPERS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL	
	WEIGHTED		WEIGHTED		WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
FULL-TIME BOOKKEEPERS						
NO BOOKKEEPERS	911	90.7	189	81.2	1099	88.9
1 BOOKKEEPER	90	8.9	41	17.8	131	10.6
2 OR MORE BOOKKEEPERS	3	0.3	2	1.0	6	0.5
ALL - WEIGHTED	1004	100.0	232	100.0	1236	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

PERCENT OF DENTISTS EMPLOYING PART-TIME BOOKKEEPERS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL	
	WEIGHTED		WEIGHTED		WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
PART-TIME BOOKKEEPERS						
NO BOOKKEEPERS	838	83.4	196	84.2	1034	83.6
1 BOOKKEEPER	162	16.2	33	14.4	196	15.8
2 OR MORE BOOKKEEPERS	4	0.4	3	1.4	7	0.6
ALL - WEIGHTED	1005	100.0	232	100.0	1237	100.0

MEAN BOOKKEEPER PER DENTIST

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
FULL- OR PART-TIME BOOKKEEPERS PER DENTIST	0.26	938	0.37	292	0.28	1230
FULL-TIME BOOKKEEPERS PER DENTIST	0.10	939	0.20	292	0.12	1231
PART-TIME BOOKKEEPERS PER DENTIST	0.17	940	0.17	292	0.17	1232

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

MEAN BOOKKEEPER PER DENTIST AMONG DENTISTS EMPLOYING BOOKKEEPERS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
FULL- OR PART-TIME BOOKKEEPERS PER DENTIST	1.06	233	1.10	98	1.07	331
FULL-TIME BOOKKEEPERS PER DENTIST	1.03	87	1.05	55	1.04	142
PART-TIME BOOKKEEPERS PER DENTIST	1.02	154	1.09	46	1.03	200

BOOKKEEPER MEAN LENGTH OF EMPLOYMENT (IN YEARS)

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	N	MEAN	N	MEAN	N
LENGTH OF EMPLOYMENT IN THIS PRACTICE	7.61	151	6.59	67	7.35	218
PRIOR EXPERIENCE	5.36	146	4.85	54	5.25	200

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

MEAN WEEKLY BOOKKEEPER SALARY ON A FULL-TIME BASIS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	WEEKLY BOOKKEEPER SALARY		WEEKLY BOOKKEEPER SALARY		WEEKLY BOOKKEEPER SALARY	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
NUMBER OF DENTISTS						
ONE DENTIST	336.59	59	403.06	35	356.95	94
ALL - WEIGHTED	336.59	59	403.06	35	356.95	94

MEAN HOURLY BOOKKEEPER SALARY ON A FULL- OR PART-TIME BASIS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	HOURLY BOOKKEEPER SALARY		HOURLY BOOKKEEPER SALARY		HOURLY BOOKKEEPER SALARY	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
NUMBER OF DENTISTS						
ONE DENTIST	10.90	144	11.57	70	11.08	214
ALL - WEIGHTED	10.90	144	11.57	70	11.08	214

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

SURVEY METHODOLOGY

The 1988 Survey of Dental Practice (SDP) was an updated version of the long-form 1985 SDP. This survey was sent to 4% of the dentists who were known to be actively engaged in the private practice of dentistry. The purpose of the survey is to provide reliable information on characteristics of the private practice of dentistry in the United States.

Sampling

The population consisted of 133,823 dentists who, based on the 1982 Distribution of Dentists, were known to be in private practice, even if only part-time.

The Distribution of Dentists is a dental census that is conducted periodically by the Bureau of Economic and Behavioral Research of the American Dental Association. Although the 1982 distribution was the most recent complete census at the time the sample was drawn, the sampling frame is updated periodically by adding information about recent graduations, retirements, and deaths when available. Dentists with an unknown practice type were included in the sampling frame.

The sample was ordered by type of practice (general practitioner or specialist). Within each type, the sample was sorted by dental school and graduation year. A random sample from each type of practice was selected. Since specialists comprise a small percentage of the dental population, it was necessary to oversample them to ensure adequate numbers for statistical analysis (i.e., the proportion of specialists sampled is higher than the actual percentage of specialists in the population). It should be noted that the sample was drawn in such a way as to make statements about general practitioners and specialists as a whole. For any given specialty, there may not have been enough dentists responding to make reliable statements about that individual specialty.

Data Collection

The 1988 SDP was initially mailed in April 1988. Two follow-up mailings to non-respondents occurred in May and June 1988. A telephone follow-up to non-respondents was conducted in July and August 1988. Coding, hand-editing, and computer processing were completed in October 1988. The final response rate was computed after the individuals who were either retired, disabled, deceased, not in private practice, or had unknown addresses were eliminated from the sample. The adjusted sample size was used to calculate the final response rate of 43.1%.

Weighting the Sample

Since the proportion of specialists in the sample is higher than the actual percentage in the dental population, it is necessary to account for this imbalance when making statements about the total dental population. This correction is accomplished by developing and applying a weighting factor to each sampled dentist.

Weights were calculated for general practitioners and specialists separately, by dividing the percentage of each in the population by the percentage in the sample. The proportion of general practitioners in the population is 80%, specialists, 20%. The percentage of general practitioners in the sample is 74.9%, of specialists, 25.1%.

The weights were computed as follows:

General Practitioner	.80/.749 = 1.068731
Specialist	.20/.251 = 0.795392

These weights were employed in the calculations of means and medians for cases in which general practitioners and specialists were combined (i.e., when statements were made about "all" solo or "all" independent dentists). The weights were also used when percentages of dentists in various categories were computed. In these cases, the totals as well as the percentages are weighted, making the totals smaller or larger than those for the actual sample.

DEFINITIONS

Definitions of several terms and phrases are provided in this section to assist with the interpretation of data contained in the tables in this and other reports. In general, the dentists included in this report were working in private practice as a primary occupation. In addition, all dentists had started in their current (i.e., 1987) practice prior to 1987.

All Dentists: This group of dentists contains all dentists responding to the survey, including those who are employed by a dentist or dental practice, rather than owning or sharing in the ownership of a practice.

Dental Practice Personnel (All Staff): This group includes dental hygienists, chairside assistants, dental laboratory technicians, secretary/receptionists, bookkeepers and business personnel. Dentists employed by the practice are **NOT** included.

Full-Time and Part-Time: For purposes of this report, full-time was defined as working in the practice at least 32 hours per week. Part-time was defined as working in the practice less than 32 hours per week.

Hourly Salary: The hourly salary reported is computed by dividing the weekly salary by the number of hours worked.

Independent Dentists: An independent dentist owns or shares in the ownership of a dental practice. This ownership status includes sole proprietors, partners, and those who are shareholders in an incorporated practice.

Mean: The mean is the simple average of values reported by the dentists responding to the survey. The mean is calculated by summing the values reported and then dividing the sum by the number of dentists responding to the question.

Mean Per Year: The mean per year is the average value reported for a year's period of time (e.g., mean number of appointments per year). The per year figures were determined by multiplying the per week values by the number of weeks worked that year.

Nonowner Dentists (Employed): A nonowner dentist may be employed in an incorporated or unincorporated dental practice on a salary, commission, percentage, or associate basis. A nonowner dentist may be an independent contractor, but he may not be a shareholder in an incorporated practice.

Nonsolo Dentists: Nonsolo dentists work in a dental practice with at least one other dentist. Some of these dentists may be employed by the owner dentists in the practice.

No-Shows: The total of patient no-shows is defined as the difference between the number of appointments scheduled and the number of scheduled visits treated. It was assumed that the number of scheduled visits treated was equal to or less than the number of appointments scheduled.

Regions: The following is a breakdown of the states in each region.

New England: CT, MA, ME, NH, RI, VT
Middle Atlantic: NJ, NY, PA
East North Central: IL, IN, MI, OH, WI
West North Central: IA, KS, MN, MO, ND, NE, SD
South Atlantic: DE, MD, DC, FL, GA, NC, SC, VA, WV
East South Central: AL, KY, MS, TN
West South Central: AR, LA, OK, TX
Mountain: AZ, CO, ID, MT, NV, NM, UT, WY
Pacific: AK, CA, HI, OR, WA

Scheduled Visits Treated: Scheduled appointments that were kept by the patients.

Solo Dentists: A solo dentist is the sole owner of the practice and is the only dentist working in the practice. The dentist may be either a sole proprietor or the sole shareholder in an incorporated practice. Solo dentists are a subset of independent dentists.

Total Patient Visits: Total patients visits is the sum of walk-in visits, emergency visits, and scheduled visits that were treated (i.e., excluding no-shows).

Weighting: Since specialists comprise a smaller percentage of the dental population, it was necessary to oversample them to insure adequate numbers for statistical analysis. The proportion of specialists in the sample is higher than the actual proportion of specialists in the total population of dentists. Please note that individual specialties were not oversampled, and, therefore, only statistics on specialists as a group are presented. Statistics computed for all dentists were weighted to reflect national proportions.

ADA American Dental Association

211 East Chicago Avenue
Chicago, Illinois 60611
312 440-2500

1988 Survey of Dental Practice

Please answer all questions by **circling** the number corresponding to the most appropriate response, except where a fill in the blank is requested.

1 Which of the following best describes your **primary and/or secondary occupation(s)** during 1987? (Please circle one response for **each** column.)

		Primary Occupation	Secondary Occupation
a	Private practice (full- or part-time)	00	00
b	Dental school faculty/staff member	01	01
c	Armed Forces	02	02
d	Other federal services (e.g., VA, PHS)	03	03
e	State or local government employed	04	04
f	Hospital staff dentist	05	05
g	Intern/resident	06	06
h	Other student	07	07
i	Other health/dental organization staff member (e.g., NIDR)	08	08
j	Not in practice	09	09
k	Retired	10	10
l	Occupation unrelated to dentistry	11	11
m	**No secondary occupation**	—	12

Please complete the remainder of this questionnaire if you were in **private practice** during any part of 1987.
If you were **not involved** in the **private practice** of dentistry during **any part** of 1987, please return the questionnaire. Thank you.

Individual Dentist Questions

The following questions pertain to you as an individual private practitioner. If you changed practices (i.e., worked in more than one **primary practice** during 1987), please give information on the practice in which you treated patients for the greatest number of months.

2a Were you **announcing yourself and practicing as** a specialist in an ADA recognized specialty area (dental public health, endodontics, oral and maxillofacial surgery, oral pathology, orthodontics, pediatric dentistry, periodontics, or prosthodontics) in your **primary practice** in 1987?

Yes	1
No (Skip to question 3.)	2

b Which **one** of the following specialties are you actively practicing?

Oral and maxillofacial surgery	10
Endodontics	15
Orthodontics	20
Pediatric dentistry	30
Periodontics	40
Prosthodontics	50
Oral pathology	60
Public health	82

3 In what year did you **first** become associated with the **primary practice** where you practiced during 1987? 19 ______

4 Which **one** of the following **best** describes your employment status when you **first** became associated with that practice?

a	Sole proprietor (i.e., the only owner) in an unincorporated dental practice	1
b	Partner in a complete or limited partnership	2
c	Shareholder in an incorporated dental practice	3
d	Employed in an incorporated dental practice on a salary, commission, percentage, or associate basis but not a shareholder	4
e	Employed in an unincorporated dental practice on a salary, commission, percentage, or associate basis	5
f	Independent contractor	6
g	Other, please specify ______	

5 Which **one** of the following **best** describes your employment status in that practice during 1987?

a	Sole proprietor (i.e., the only owner) in an unincorporated dental practice	1
b	Partner in a complete or limited partnership	2
c	Shareholder in an incorporated dental practice	3
d	Employed in an incorporated dental practice on a salary, commission, percentage, or associate basis but not a shareholder	4
e	Employed in an unincorporated dental practice on a salary, commission, percentage, or associate basis	5
f	Independent contractor	6
g	Other, please specify ______	

6 Please answer the following about the time **you personally** spent in your primary practice during 1987.

a Total number of weeks worked (excluding vacation) ______ weeks

b Total number of **hours per week** spent in the practice ______ hours per week

c Number of hours per week spent **treating patients** in the practice ______ hours per week

d Estimate the average scheduled length of an appointment in 1987 ______ minutes

e During a typical week, what percentage of your **time treating patients** in the **primary practice** was devoted to each of the following procedures? (If none, enter zero.)

	Percentage of Time Per Week
Diagnostic (exams, x-rays, etc.)	______ %
Preventive (fluoride treatments, prophylaxis, patient education, pit and fissure sealants, etc.)	______ %
Operative (restoration, amalgams, inlays, etc.)	______ %
Prosthodontic	______ %
Endodontic	______ %
Periodontic	______ %
Orthodontic	______ %
Oral and maxillofacial surgery	______ %
General services (anesthesia, patient management, counseling, miscellaneous)	______ %
Total	**100%**

7 The following represent possible contractual agreements with third parties. Indicate if **any** apply to you in your practice by estimating the percentage of patients involved in each. Enter a zero if the category does not apply.

	Percentage of Patients
a Service benefit plan participating agreement (e.g. Delta Dental Plan or Blue Cross and Blue Shield with participating agreement)	____ %
b Capitation (e.g. Prudential DMO, Safeguard Health Plans, CIGNA Dental Health)	____ %
c Fee schedule agreement (e.g. agreement with any insurance company that is contracting with Insurance Dentists of America)	____ %
d Straight risk pool (e.g. Individual Practice Association Program)	____ %
e Capitation-risk pool combination (e.g. Delta Dental Pacesetter Program)	____ %
f Discount of usual fees agreement (e.g. Aetna Fast Track Program)	____ %
g Other contractural agreement	____ %

8 During the entire year of 1987 indicate the **total** number of **patients you treated** in the **primary practice.** (This number should be different than the total number of appointments below.)

____ total patients

9 Please indicate the following regarding patient care that **you personally** provided in the **primary practice** during 1987.

The average number of:

a **Appointments scheduled** per week (**excluding** those with hygienist appointments only)

____ appointments per week

b **Walk-in visits** per week that **you** treated (i.e. non-emergency and no appointment scheduled) If none, enter zero.

____ visits per week

c **Emergency visits** per week that **you** treated (i.e. no appointments scheduled) If none, enter zero.

____ visits per week

d **Scheduled visits** per week that **you actually** treated (**excluding** those with hygienist appointments only)

____ visits per week

10 During a typical week, approximately what percentage of your time treating patients in your **primary practice** was devoted to implant services? (If none, enter zero)

____ %

11 Which **one** of the following best describes **you** in your **primary practice** during 1987?

	Busyness
a Too busy to treat all people requesting appointments	1
b Provided care to all who requested appointments but was overworked	2
c Provided care to all who requested appointments and was not overworked	3
d Not busy enough, could have treated more patients	4

Entire Primary Practice Characteristics

12 What was the zip code of your **primary practice** during 1987?

____ zip code

13 **Including yourself,** please indicate the number of full- or part-time **dentist positions** in the **entire primary practice** during 1987. (If none, enter zero.)

	Number of Dentist Positions
a Number of **owner** dentists (i.e. sole proprietor, partners, or shareholders)	____
b Number of **non-owner** dentists (i.e., employed dentists, associates and non-shareholders) If none, enter zero	____

14 **Including yourself,** please indicate the number of full- and part-time **dentist positions** in each of the following practice areas in the **primary practice** during 1987.

	Number of Dentist Positions	
	full-time	**part-time**
a General practice	____	____
b Oral and maxillofacial surgery	____	____
c Endodontics	____	____
d Orthodontics	____	____
e Pediatric dentistry	____	____
f Periodontics	____	____
g Prosthodontics	____	____
h Oral pathology	____	____
i Public health	____	____
j Other, please specify ____	____	____

15 Please indicate the number of full-time (32 hours per week or more) and part-time (less than 32 hours per week) **employee positions** in the **primary practice** during 1987. (If none, enter zero.)

	Number of Employee Positions	
	full-time	**part-time**
a Dental hygienist(s)	____	____
b Chairside assistant(s)	____	____
c Secretary/receptionist(s)*	____	____
d Dental laboratory technician(s)	____	____
e Bookkeeper, business personnel	____	____
f Other, please specify ____	____	____

***Note:** A secretary or receptionist who also provides chairside assistance at least 50% of the time should be counted as a chairside assistant.

16 For the **entire primary practice,** indicate the number of chairside assistants (full- and part-time) employed in 1987 who received formal training in a structured program.

a Full-time ____

b Part-time ____

17 Please provide the following regarding all dental hygienist(s) appointments and visits in the **entire primary practice** during 1987. (If no hygienists were employed, skip to question 19.)

The average number of:	**Dental Hygienist(s)**
a **Appointments scheduled** per week primarily for hygienist(s) treatment	____ appointments per week
b **Scheduled visits** per week that were actually treated by all hygienist(s)	____ visits per week

18 Please provide the following for **each dental hygienist** in the **entire primary practice** during 1987. If the practice did not employ someone in these positions, please check the appropriate box.

	Not Applicable (Please check box.)	**Annual Salary/ Commission (in dollars)**	**Weeks Worked per Year**	**Hours Worked per Week**	**Length of Experience Prior to Employment in this Practice**		**Length of Employment in this Practice**	
		per year	**weeks**	**hours**	**years**	**months**	**years**	**months**
Dental Hygienist(s):								
Position #1	☐	$						
Position #2	☐	$						
Position #3	☐	$						
Position #4	☐	$						

19 Please provide the following for **each employee** in the **entire primary practice** during 1987. If the practice did not employ someone in these positions, please check the appropriate box.

	Not Applicable (Please check box.)	**Weekly Salary (in dollars)**	**Hours Worked per Week**	**Length of Experience Prior to Employment in this Practice**		**Length of Employment in this Practice**	
		per week	**hours**	**years**	**months**	**years**	**months**
Chairside Assistant(s):							
Position #1	☐	$					
Position #2	☐	$					
Position #3	☐	$					
Position #4	☐	$					
Position #5	☐	$					
Secretary/Receptionist(s):							
Position #1	☐	$					
Position #2	☐	$					
Position #3	☐	$					
Dental Laboratory Technician(s):							
Position #1	☐	$					
Position #2	☐	$					
Bookkeeping/Business Personnel:							
Position #1	☐	$					
Position #2	☐	$					

Please use the following space to provide information for **all personnel not included above in questions 18 and 19.**

	$					
	$					
	$					
	$					
	per week	**hours**	**years**	**months**	**years**	**months**

20 For the **entire primary practice** in 1987, please indicate the following regarding the employment of auxiliary staff. (If none, enter zero.)

	Dental Hygienists	**Chairside Assistants**
a Number of open positions		
filled in 1987	______	______
unfilled in 1987	______	______
b Average number of weeks position(s) was open	______	______

21 What is the estimated starting salary in your **primary practice** for the following auxiliary positions with no prior experience?

	Starting Salary
a Dental hygienist	$ ______ /hour
b Chairside assistant	$ ______ /hour

22 In the **primary practice** during 1987, indicate whether or not and to whom the following benefits were offered. (If the practice did not offer the benefit, please check the appropriate box.)

	Not Offered	**Dental Hygienist(s)**	**Chairside Assistant(s)**	**Dental Laboratory Technician(s)**	**Secretary/ Receptionist(s)**
a Medical insurance	☐	1	2	3	4
b Dental insurance (or reduced costs)	☐	1	2	3	4
c Separate malpractice insurance	☐	1	2	3	4
d Life insurance	☐	1	2	3	4
e Profit sharing	☐	1	2	3	4
f Pension plan	☐	1	2	3	4
g Paid sick leave	☐	1	2	3	4
h Paid vacation days	☐	1	2	3	4
i Reimbursement for professional organization dues	☐	1	2	3	4
j Reimbursement for continuing education courses	☐	1	2	3	4
k Incentive program					
percent of total production	☐	1	2	3	4
percent of production above certain limits	☐	1	2	3	4
set bonus if budgeted goals are met	☐	1	2	3	4
l Other, please specify ______					

23 Which of the following personnel in your **primary practice** use gloves, mask, protective eyewear or gowns when working with all or selected patients?

	Gloves			**Mask**			**Protective Eyewear**			**Protective Gowns**		
	all	**some patients**	**none**	**all**	**some patients**	**none**	**all**	**some patients**	**none**	**all**	**some patients**	**none**
a Dentist (self)	1	2	3	1	2	3	1	2	3	1	2	3
b Dental hygienist(s)	1	2	3	1	2	3	1	2	3	1	2	3
c Chairside assistant(s)	1	2	3	1	2	3	1	2	3	1	2	3
d Other, please specify ______	1	2	3	1	2	3	1	2	3	1	2	3

24 Approximately how long have **you personally** used the following barrier techniques?

	Number of Years	**Number of Months**	**Do not use (Check box.)**
a Gloves	______	______	☐
b Mask	______	______	☐
c Protective eyewear	______	______	☐
d Protective gowns	______	______	☐

25 If **you** wear gloves, do you change them after every patient?

Yes	1
No	2
Not applicable	3

26a Did the **primary practice** utilize computer processing services during 1987?

Yes	1
No (Skip to question 27.)	2

b. Were these computer services provided by an

In-house computer?	1
Outside computer service? (Skip to question 26d.)	2
Other, please specify ______	

c. Who was the primary user of the computer system?

Dentist(s)	1
Secretary/receptionist(s)	2
Bookkeeping/business personnel	3
Other, please specify ______	

d. For which of the following functions was a computer utilized? (Please circle as many as apply.)

Patient accounting and billing	1
Maintaining expense records	2
Processing insurance forms	3
Maintaining treatment records	4
Diagnosis and monitoring of treatment	5
Scheduling patients	6
Office newsletters	7
Form letters	8
Other, please specify ______	

e. Which of the following was most important in your choice of a computer?

Price	1
Service/support	2
Training	3
Hardware	4
Software	5
Other, please specify ______	

f. How were you introduced to your computer?

Advertisement	1
Trade show	2
Mailing	3
Telephone call	4
Other, please specify ______	

g. If given the opportunity, would you purchase the same computer system again?

Yes	1
No	2

h. Is your computer

Single user?	1
Multi user?	2

i. If given the opportunity to purchase another computer system, which of the following would be most important to you?

Price	1
Service/support	2
Training	3
Hardware	4
Software	5
Other, please specify ______	

27 In the **entire primary practice** during 1987

a. What was the total number of operatories? ______ operatories

b. How many of these were fully-equipped operatories (i.e., where a dentist can perform at least restorative dentistry)? ______ operatories

c. What was the total square feet of office space? ______ square feet

28 Did the **primary practice** operate its own dental laboratory during 1987?

Yes	1
No	2

29 Were any of the following items of equipment utilized by the **primary practice** during 1987?

	Yes	**No**
a. Composite light curing unit	1	2
b. High speed air handpiece with fiber optics	1	2
c. Panoramic x-ray unit	1	2
d. Ultrasonic or sonic scaling unit	1	2
e. Electrosurgical unit	1	2
f. Nitrous oxide analgesic equipment	1	2
g. Modular instrument delivery system (wall divider)	1	2
h. Automatic x-ray film processor	1	2
i. Autoclavable handpiece	1	2
j. Scavenger system for nitrous oxide	1	2
k. intraoral video camera	1	2
l. Laser	1	2
m. Biological indicator (spore test)	1	2

30 Which of the following **best** describes your **primary practice** location during 1987?

a. Metropolitan area with a population greater than 500,000	
central city location	1
suburban location	2
b. Metropolitan area with a population between 100,000 and 500,000	
central city location	3
suburban location	4
c. City of 50,000-99,999 population	5
d. City of 20,000-49,999 population	6
e. Rural (less than 20,000 population)	7

31 Which of the following **best** describes the building where the **primary practice** was located during 1987?

a. Home	1
b. Professional building	2
c. Shopping center	3
d. Other commercial building	4

32 Do either of the following characterize your **primary practice** where you worked in 1987?

	Yes	**No**
a. Retail or drug store facility	1	2
b. Franchise (practice marketed under a trade name)	1	2

33. a. In 1987, was your **primary practice** located in more than one office?

Yes	1
No (Skip to question 34.)	2

b. If yes, indicate the number of offices associated with your **primary practice** ______

If you were a solo practitioner during 1987, please skip to question 36

34 Please indicate the following regarding patient care by the **entire primary practice** during 1987

The average number of

	Entire Practice
a **Appointments scheduled** per week (**excluding** those with hygienist appointments only)	______ appointments per week
b **Walk-in visits** per week that were treated (i.e. non-emergency and no appointment scheduled) If none, enter zero	______ visits per week
c **Emergency visits** per week (i.e. no appointment scheduled) If none, enter zero	______ visits per week
d **Scheduled visits** per week that were **actually** treated (**excluding** those with hygienist appointments only)	______ visits per week

35 During the entire year of 1987 indicate the **total** number of **patients** treated by the **primary practice.** (This number should be different than your total number of appointments above.) ______ total patients

36 Approximately what percentage of the **entire practice's** yearly patients are received on a referral basis from another practice, dentist or physician? ______ %

37a During a typical month, about how many **new patients** were treated in the **entire primary practice** where you practiced in 1987? (If none, enter zero and skip to question 38.) ______ new patients per month

b For 1987, please indicate the percentage of **new patients** from the following sources (If none, enter zero.)

	Entire Practice Sources of New Patients
Other dentists	
General practitioners	______ %
Specialists	______ %
Patients	______ %
Dental referral service	______ %
Other professionals (e.g. M.D.s)	______ %
Direct mail or commercial advertising (TV, radio, newspaper, etc.)	______ %
Capitation/closed panel contracts	______ %
Other, please specify ______	______ %
Total	**100%**

38 For the **entire primary practice** during 1987, how long did an average patient of record and average new patient have to **wait:**

	Entire Practice Waiting Time	
	patient of record	**new patient**
a For the **initial appointment** of a series (excluding emergency cases)?	______	______
	days	
b To see a dentist **after** the patient arrived for a **scheduled appointment?**	______	______
	minutes	

39 Of the 52 weeks in 1987, how many weeks was the **primary practice** scheduled to be open (not including emergency cases) to provide care to patients? ______ weeks

40 Approximately what percentage of the patients who visited the primary practice:

	Entire Practice Patient Characteristics
a were:	
14 years of age or younger?	______ %
15 to 64 years of age?	______ %
65 years of age or older?	______ %
Total	**100%**
b were members of families whose annual income is estimated to be:	
under $10,000?	______ %
$10,000 to 29,999?	______ %
$30,000 or more?	______ %
Total	**100%**
c were:	
covered by a private insurance program that pays or partially pays for their dental care?	______ %
covered by a public assistance program that pays or partially pays for their dental care?	______ %
not covered by an insurance program?	______ %
Total	**100%**
d were:	
male?	______ %
female?	______ %
Total	**100%**
e were physically handicapped and/or mentally handicapped?	______ %
f were members of a racial minority?	______ %

41 Please indicate the percentage of patients who travelled various distances (from work or home) to your **primary practice** office

a Patients close (within walking distance or within 1-10 minute drive or transportation)	______ %
b Patients within 11-39 minutes drive or transportation	______ %
c Patients within 40 or more minute drive or transportation	______ %
Total	**100%**

42 For each of the dental procedures listed below, indicate the usual fee the **entire primary practice** charged during 1987. (If you usually provided the procedure free of charge, enter zero in the appropriate blank. If the procedure is not routinely performed, check the appropriate box.) Please do not report ranges.

		Not Done	Usual Fee
a	Periodic oral examination (excluding radiogrpahs)	☐	$________
b	Bitewing radiographs, four films	☐	$________
c	Dental prophylaxis, for adults	☐	$________
d	Pit and fissure sealant, per tooth	☐	$________
e	Topical fluoride treatment (including prophylaxis), child	☐	$________
f	Amalgam restoration, one surface permanent (including polishing)	☐	$________
		☐	$________
g	Fixed unilateral space maintainer restoration	☐	$________
i	Root canal therapy—molar (includes treatment plan, clinical procedures and follow-up care, excluding final restoration), one canal	☐	$________
j	Periodontal scaling and root planing—per quadrant	☐	$________
k	Complete upper acrylic-base denture, including six-months post-delivery care	☐	$________
l	Extraction (including local anesthesia and post-operative care), single tooth	☐	$________

43 What was **your** 1987 net income (after practice expenses and business taxes) from: (Please include salary, commission and/or dividends.)

		Net Income
a	Your primary practice?	$________
b	Your secondary practice (if applicable)?	$________
c	Other income from dentistry (i.e., teaching, research, other practice, etc.)?	$________

44 In the **entire primary practice,** what was the total amount of fees charged for the dental care provided during 1987 (annual billing)? $________

45 What percentage of the **gross receipts** were received: (If none, enter zero.)

		Gross Receipts
a	As direct patient payment?	________%
b	As payment from government programs (e.g., Medicare, Medicaid, or other public insurance)?	________%
c	As direct payment from private insurance carriers?	________%
d	From other sources of payment? Please specify ________________	________%
	Total	**100%**

46 During 1987, were any of the expenses of the **entire primary practice** (dental facilities or staff) shared with other dentists?

Yes	1
No	2

If you shared expenses (dental facilities or staff) with any other practices, please report **only your entire primary practice's** share of the expenses.

47 For each item below, what were the **total professional expenses** for the **entire primary practice** during 1987? (If no expenses were incurred for specific items, please enter zero.)

		Expenses
a	Yearly rent	$________
b	Yearly mortgage (including interest)	$________
c	Total salaries, wages and commissions of non-dentist employees	$________
d	Total salaries, wages and commissions of employed dentists (**exclude** salaries of owner dentists or shareholders of incorporated practices)	$________
e	Total salaries, wages and commissions of officers/shareholder dentists (**for incorporated practices only**)	$________
f	Employee benefits of personnel, not included in salaries, (e.g., insurance, pensions, etc.)	$________
g	General office supplies	$________
h	Dental supplies	$________
i	Commercial dental laboratory charges	$________
j	Advertising expenses	$________
k	Annual depreciation costs of dental and office equipment	$________
l	Taxes on business and business property	$________
m	Repairs of dental or office equipment	$________
n	Insurance related to dental office (liability, fire, etc.)	$________
o	Legal and professional fees	$________
p	Professional liability (malpractice insurance)	$________
q	Interest on business indebtedness (excluding mortgage)	$________
r	Drugs	$________
s	Utilities (telephone, electricity, etc.)	$________
t	Professional expenses (travel to meetings, society dues, etc.)	$________
u	Bad debts	$________
v	Other, please specify ________________	$________
w	**Total Professional Expenses**	$________

Thank you for your assistance in this important research project. Please return this questionnaire by folding and placing tape as indicated. Drop it in the mail, postage is paid.

A1495-11.6

ADA

American
Dental
Association

211 East Chicago Avenue
Chicago, Illinois 60611

The Bureau of Economic and
Behavioral Research

The 1988 Survey of Dental Practice

Sources of Payment for Dental Services

TABLE OF CONTENTS

SOURCES OF PAYMENT FOR DENTAL SERVICES FOR THE YEAR 1987

PAGE

HIGHLIGHTS.................................... 1

INTRODUCTION.................................. 3

INDEPENDENT DENTISTS

ALL UNITED STATES............................ 4

NEW ENGLAND.................................. 6

MIDDLE ATLANTIC.............................. 8

SOUTH ATLANTIC............................... 10

EAST SOUTH CENTRAL........................... 12

EAST NORTH CENTRAL........................... 14

WEST SOUTH CENTRAL........................... 16

WEST NORTH CENTRAL........................... 18

MOUNTAIN..................................... 20

PACIFIC...................................... 22

METHODOLOGY.................................. 24

DEFINITIONS.................................. 26

APPENDIX: THE 1988 SURVEY OF DENTAL PRACTICE QUESTIONNAIRE......................... 28

HIGHLIGHTS

- Please note that statistics are reported for independent dentists for the United States as a whole and for each of the nine U.S. census regions. Gross income figures are reported for the entire primary practice in which the responding dentist worked (1987), as are the gross receipts.
- Among all independent dentists nationally, direct patient payment for dental services accounted for 48.7% of the gross income of private practitioners. This compares to 46.1% paid by private insurance and 4.4% by government programs.
- For independent general practitioners, 45.4% of gross income was paid by patients directly, 49.1% by private insurance and 4.6% by government programs. In comparison, 58.7% of the gross income of independent specialists was paid directly by patients, 36.9% was paid by private insurance and 3.9% by government programs.
- Among all independent dentists, 2.5% reported no contribution to gross income from private insurance. Only 1.1% of independent general practitioners and 8.4% of independent specialists reported no income from private insurance.
- Over half of all independent dentists reported no payments from government programs. This figure represents the 54.3% of independent general practitioners and 57.5% of independent specialists who reported no income from government programs.
- Across geographical regions, the percentage of independent dentists' gross income paid by private insurance ranged from a low of 38.7% in the West North Central region to a high of 54.1% in the Pacific region.
- The percentage of gross income from government programs ranged from 2.3% in the West South Central region to 9.2% in the West North Central region.

* The percentage of dentists with no private insurance payments ranged from zero in the East South Central region to 5.7% in the Middle Atlantic region.

* The percentage of dentists with no payments from government programs ranged from 29.4% in the West North Central region to 67.0% in the Middle Atlantic region.

INTRODUCTION

This report provides descriptive statistics from the 1988 Survey of Dental Practice regarding sources of payment for dental services for independent private practitioners. Statistics are reported for the nation as a whole and for each of the nine census regions. Percentages of gross income received from the following sources are reported: direct patient payment, payment from government programs (Medicare, Medicaid, or other public insurance), direct payment from private insurance carriers, and other sources (capitation or pre-paid, worker's compensation, trust fund, charity or not-for-profit, etc.). Detailed tables present figures for general practitioners and specialists separately, as well as weighted figures for all dentists.

The mean gross income used in this report represents gross income for the entire practice. No attempt was made to adjust this figure on a "per dentist" basis. The regions in which income is higher may contain a higher percentage of multiple dentist practices.

ALL UNITED STATES

On average, direct patient payment accounted for 48.7% of the gross income of private practitioners. Private dental insurance accounted for 46.1% of gross income, while government programs contributed only 4.4%.

Independent specialists received more of their gross income from direct patient payment than did general practitioners (58.7% versus 45.4%, respectively). General practitioners received a larger portion of their gross income from private insurance than did specialists (49.1% and 36.9%, respectively). The mean gross income for all independent private practitioners was $276,160. Independent specialists' gross income exceeded that of general practitioners by 54.7%.

Of all independent private practitioners, only 2.5% received no payment from private dental insurance. An average of 8.4% of independent specialists received no payment from dental insurance, while only 1.1% of general practitioners reported no payment from this source. Over half (54.9%) of all independent private practitioners received no payment from government programs. This figure was similar for both independent general practitioners and specialists.

SOURCES OF PAYMENT FOR DENTAL SERVICES

INDEPENDENT DENTISTS
UNITED STATES

MEAN PERCENT OF GROSS RECEIPTS RECEIVED FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
MEAN GROSS INCOME	$238620	915	$396260	286	$276160	1201
DIRECT PATIENT PAYMENT	45.43	992	58.66	322	48.68	1314
PRIVATE DENTAL INSURANCE	49.12	992	36.91	322	46.13	1314
GOVERNMENT PROGRAMS	4.55	992	3.85	322	4.38	1314
BY OTHER MEANS	0.90	992	0.58	322	0.82	1314

NUMBER AND PERCENT OF DENTISTS WITH NO PAYMENT FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
PRIVATE DENTAL INSURANCE	1.1	11	8.4	27	2.5	37
GOVERNMENT PROGRAMS	54.3	539	57.5	185	54.9	724

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

NEW ENGLAND

The overall gross income for independent private practitioners in New England was $295,987, which was 7.2% higher than the national average. The average salary of general practitioners exceeded the national mean. The national mean exceeded the New England average by 6.1% for specialists.

New England specialists received proportionately more of their income from private insurance and proportionately less from direct patient payment than was suggested by the national averages. General practitioners in New England received proportionately the same amount of income from these sources as did general practitioners nationally. New England dentists received a lower percentage of their income from government sources than did dentists across the United States (3.8% versus 4.4%).

MAINE
NEW HAMPSHIRE
VERMONT
MASSACHUSETTS
CONNECTICUT
RHODE ISLAND

MEAN PERCENT OF GROSS RECEIPTS RECEIVED FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
MEAN GROSS INCOME	$266592	66	$373588	25	$295987	91
DIRECT PATIENT PAYMENT	45.43	67	55.77	31	48.70	98
PRIVATE DENTAL INSURANCE	49.48	67	41.19	31	46.86	98
GOVERNMENT PROGRAMS	4.30	67	2.84	31	3.84	98
BY OTHER MEANS	0.79	67	0.19	31	0.60	98

NUMBER AND PERCENT OF DENTISTS WITH NO PAYMENT FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
PRIVATE DENTAL INSURANCE	0.0	0	6.5	2	1.7	2
GOVERNMENT PROGRAMS	43.3	29	51.6	16	45.4	45

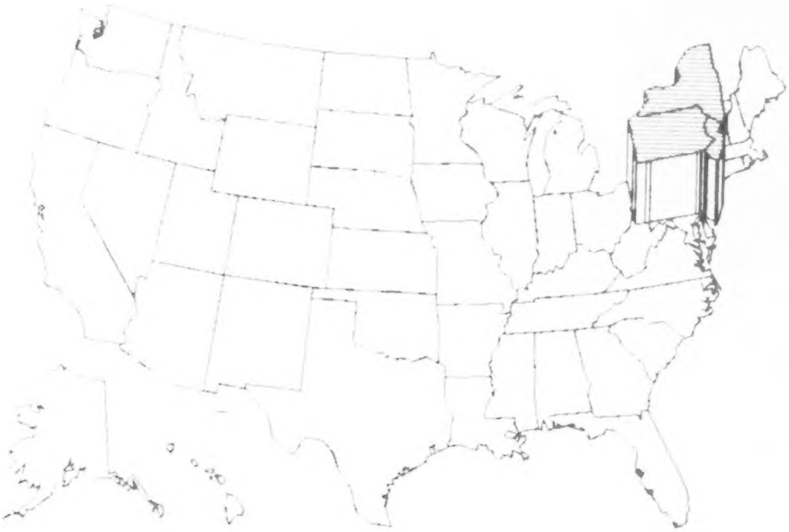
SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

MIDDLE ATLANTIC

The overall gross income for independent private practitioners in the Middle Atlantic was $268,024, which was less than 1% below the national average.

In a few cases, the percentages of income received as direct patient payment or private dental insurance payment varied from the national trends. Compared to dentists across the nation, dentists in the Middle Atlantic region received higher percentages of their income from direct patient payment (51.4% versus 48.7%), and less from both private insurance and government programs.

Dentists in the Middle Atlantic region received only 3.3% of their gross income from government programs. While 45.1% of the dentists in the U.S. received at least some income from government sources, only 33.0% of the dentists in the Middle Atlantic region did.



NEW JERSEY
NEW YORK
PENNSYLVANIA

MEAN PERCENT OF GROSS RECEIPTS RECEIVED FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
MEAN GROSS INCOME	$251510	129	$321280	40	$268024	169
DIRECT PATIENT PAYMENT	48.14	152	61.65	49	51.43	201
PRIVATE DENTAL INSURANCE	47.37	152	34.90	49	44.33	201
GOVERNMENT PROGRAMS	3.51	152	2.76	49	3.32	201
BY OTHER MEANS	0.99	152	0.69	49	0.92	201

NUMBER AND PERCENT OF DENTISTS WITH NO PAYMENT FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
PRIVATE DENTAL INSURANCE	2.6	4	18.4	9	5.7	13
GOVERNMENT PROGRAMS	66.4	101	69.4	34	67.0	135

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

SOUTH ATLANTIC

The overall gross income for independent private practitioners in the South Atlantic was $297,627, 7.8% more than the national average.

When compared to national averages, a higher percentage of gross income in the South Atlantic region was received from direct patient payment (53.9% versus 48.7%), while a lower percentage was received from private dental insurance (41.2% versus 46.1%).

A higher percentage of South Atlantic dentists received no payments from dental insurance than did dentists across the nation (4.6% and 2.5%, respectively). Similarly, a lower percentage of the South Atlantic dentists received payments from government programs than did dentists across the nation (37.9% versus 45.1%, respectively).

DELAWARE
MARYLAND
DISTRICT OF COLUMBIA
FLORIDA
GEORGIA
NORTH CAROLINA
SOUTH CAROLINA
VIRGINIA
WEST VIRGINIA

SOURCES OF PAYMENT FOR DENTAL SERVICES

INDEPENDENT DENTISTS
SOUTH ATLANTIC

MEAN PERCENT OF GROSS RECEIPTS RECEIVED FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
MEAN GROSS INCOME	$244998	126	$430251	50	$297627	176
DIRECT PATIENT PAYMENT	49.72	130	63.61	56	53.90	186
PRIVATE DENTAL INSURANCE	45.68	130	30.89	56	41.23	186
GOVERNMENT PROGRAMS	3.64	130	5.36	56	4.16	186
BY OTHER MEANS	0.96	130	0.14	56	0.72	186

NUMBER AND PERCENT OF DENTISTS WITH NO PAYMENT FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
PRIVATE DENTAL INSURANCE	1.5	2	14.3	8	4.6	10
GOVERNMENT PROGRAMS	63.1	44	58.9	33	62.1	77

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

EAST SOUTH CENTRAL

Mean gross income for the East South Central region was reported at $225,840, 18.2% lower than the national average. Independent general practitioners' income was 19.2% lower, while specialists' income was 16.5% lower.

The percentages of gross income received from direct patient payment, private dental insurance and government programs varied from the national averages in a few cases. East South Central dentists received a greater percentage of their gross income from government programs than did dentists nationwide. Almost one-tenth (8.8%) of their income was derived from government sources, whereas the national figure was 4.4%. Similarly, a larger percentage of the dentists in the East South Central region received government payments (67.3%) than did in the United States as a whole (45.1%).

ALABAMA
KENTUCKY
MISSISSIPPI
TENNESSEE

SOURCES OF PAYMENT FOR DENTAL SERVICES

INDEPENDENT DENTISTS
EAST SOUTH CENTRAL

MEAN PERCENT OF GROSS RECEIPTS RECEIVED FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
MEAN GROSS INCOME	$192709	38	$330755	12	$225840	50
DIRECT PATIENT PAYMENT	47.00	43	50.50	12	47.76	55
PRIVATE DENTAL INSURANCE	42.44	43	43.42	12	42.65	55
GOVERNMENT PROGRAMS	9.56	43	6.08	12	8.80	55
BY OTHER MEANS	1.00	43	0.00	12	0.78	55

NUMBER AND PERCENT OF DENTISTS WITH NO PAYMENT FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
PRIVATE DENTAL INSURANCE	0.0	0	0.0	0	0.0	0
GOVERNMENT PROGRAMS	32.6	14	33.3	4	32.7	18

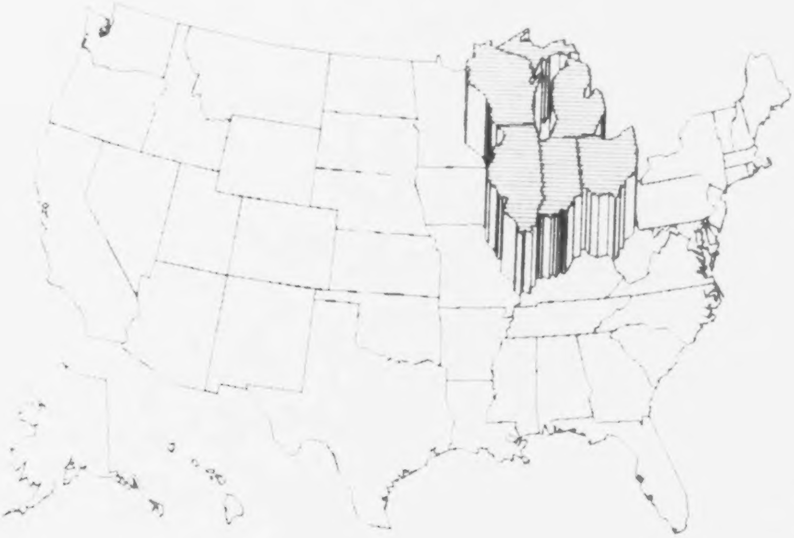
SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

EAST NORTH CENTRAL

The mean gross income for independent private practitioners in the East North Central region was $270,480, which was 2.1% below the national mean. Specialists' income was 17.0% higher than the national average.

The percentage of payment received from private dental insurance was higher than the national average. Direct patient payment accounted for a smaller percentage of the total receipts in the East North Central region than nationally (44.9% versus 48.7%). Government program contribution to gross receipts did not vary substantially from the national average.

The overall averages for East North Central independent dentists who report no income from private dental insurance or government programs were similar to the national figures.



ILLINOIS
INDIANA
MICHIGAN
OHIO
WISCONSIN

SOURCES OF PAYMENT FOR DENTAL SERVICES

INDEPENDENT DENTISTS
EAST NORTH CENTRAL

MEAN PERCENT OF GROSS RECEIPTS RECEIVED FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
MEAN GROSS INCOME	$233948	201	$463715	38	$270480	239
DIRECT PATIENT PAYMENT	42.53	214	56.34	44	44.89	258
PRIVATE DENTAL INSURANCE	53.22	214	37.18	44	50.48	258
GOVERNMENT PROGRAMS	4.01	214	5.68	44	4.30	258
BY OTHER MEANS	0.23	214	0.80	44	0.33	258

NUMBER AND PERCENT OF DENTISTS WITH NO PAYMENT FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
PRIVATE DENTAL INSURANCE	0.9	2	6.8	3	1.7	5
GOVERNMENT PROGRAMS	57.5	123	59.1	26	57.7	149

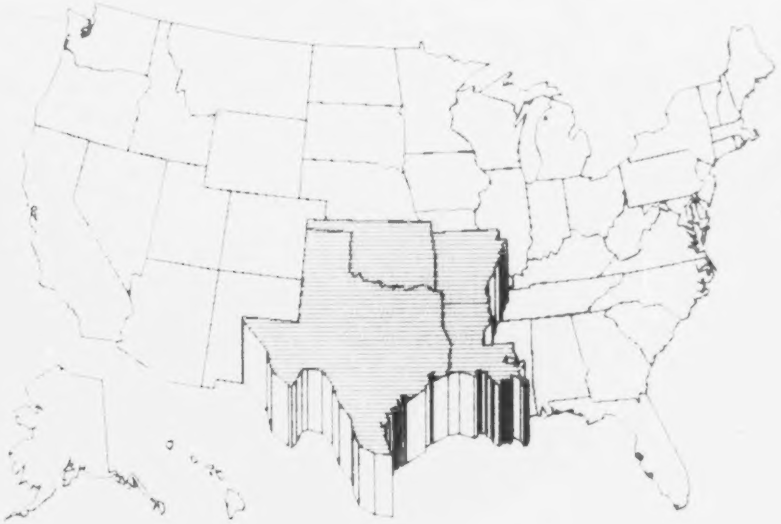
SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

WEST SOUTH CENTRAL

The mean overall gross income in the West South Central region was reported at $248,077, which is 10.2% lower than the national average.

Dentists in this region received more of their gross income from direct patient payment when compared to national figures (57.3% versus 48.7%). A smaller percentage of gross income was paid by private insurance in this region (39.7% versus 46.1%). A higher percentage of dentists (3.1% versus 2.5%) reported that they received no income from private dental insurance.

Most West South Central dentists (62.5% compared to 54.9% nationally) received no payment from government programs.



ARKANSAS
LOUISIANA
OKLAHOMA
TEXAS

SOURCES OF PAYMENT FOR DENTAL SERVICES

INDEPDENDENT DENTISTS
WEST CENTRAL SOUTH

MEAN PERCENT OF GROSS RECEIPTS RECEIVED FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
MEAN GROSS INCOME	$216531	71	$331032	27	$248077	98
DIRECT PATIENT PAYMENT	55.79	81	61.53	30	57.34	111
PRIVATE DENTAL INSURANCE	40.86	81	36.63	30	39.72	111
GOVERNMENT PROGRAMS	2.49	81	1.80	30	2.31	111
BY OTHER MEANS	0.86	81	0.03	30	0.64	111

NUMBER AND PERCENT OF DENTISTS WITH NO PAYMENT FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
PRIVATE DENTAL INSURANCE	1.2	1	10.0	3	3.1	4
GOVERNMENT PROGRAMS	60.5	49	70.0	21	62.5	70

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

WEST NORTH CENTRAL

Independent private practitioners in this region reported a mean gross income of $276,082, which is very close to the national average. Independent general practitioners' gross income was lower than the national average, while independent specialists' average gross income was higher.

Dentists in the West North Central region received more income from direct patient payment (51.6%) and government programs (9.2%) and less from private insurance (38.7%) than did dentists across the entire United States. Furthermore, proportionately more dentists in this region received government payments than did dentists nationally (70.6% versus 45.1%). This difference was most striking among specialists; 76.2% of West North Central specialists received at least some of their income from government programs, compared to the national figure of 42.5%.

IOWA
KANSAS
MINNESOTA
MISSOURI
NORTH DAKOTA
SOUTH DAKOTA
NEBRASKA

MEAN PERCENT OF GROSS RECEIPTS RECEIVED FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
MEAN GROSS INCOME	$189970	75	$616000	19	$276082	94
DIRECT PATIENT PAYMENT	49.44	82	60.10	21	51.61	103
PRIVATE DENTAL INSURANCE	39.90	82	34.00	21	38.70	103
GOVERNMENT PROGRAMS	10.04	82	5.90	21	9.19	103
BY OTHER MEANS	0.61	82	0.00	21	0.49	103

NUMBER AND PERCENT OF DENTISTS WITH NO PAYMENT FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
PRIVATE DENTAL INSURANCE	3.7	3	4.8	1	0.8	4
GOVERNMENT PROGRAMS	30.5	25	23.8	5	29.4	30

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

MOUNTAIN

Independent private practitioners in the Mountain region reported a mean gross income of $271,541, which was 1.7% below the national average.

The Mountain region did not vary much from the national averages in terms of percentages of income received from direct patient payment, private dental insurance, and government programs.

When compared to the nation as a whole, slightly more independent dentists in the Mountain region received payment from government programs; 52.6% reported that they received no payment from government programs (compared to 54.9% nationally).

ARIZONA
COLORADO
IDAHO
MONTANA
NEVADA
NEW MEXICO
UTAH
WYOMING

MEAN PERCENT OF GROSS RECEIPTS RECEIVED FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
MEAN GROSS INCOME	$236060	57	$349326	26	$271541	83
DIRECT PATIENT PAYMENT	43.47	58	55.58	26	47.21	84
PRIVATE DENTAL INSURANCE	50.40	58	40.50	26	47.33	84
GOVERNMENT PROGRAMS	4.12	58	2.65	26	3.67	84
BY OTHER MEANS	2.02	58	1.27	26	1.79	84

NUMBER AND PERCENT OF DENTISTS WITH NO PAYMENT FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
PRIVATE DENTAL INSURANCE	1.7	1	3.8	1	2.3	2
GOVERNMENT PROGRAMS	48.3	28	65.4	17	52.6	45

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

PACIFIC

The mean gross income for the Pacific region was $286,200. This is approximately 3.6% higher than the national figure.

This region had the highest percentage of gross income received from private dental insurance, 54.1%. Pacific independent general practitioners received 57.8% of their gross income from private dental insurance. This was considerably higher than the national independent general practitioner average of 49.1%. Pacific specialists received 41.2% of their income from insurance (compared to 36.9% nationally).

All but 0.9% of the dentists in this region reported receiving some payment from private dental insurance. When compared to the national average, more Pacific region dentists reported receiving payment from government programs, with 52.6% reporting no payment from government programs. The national average for receiving no government payments was 54.9%, while 52.6% of the Pacific dentists reported no payments from government sources.

ALASKA
CALIFORNIA
HAWAII
OREGON
WASHINGTON

MEAN PERCENT OF GROSS RECEIPTS RECEIVED FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
MEAN GROSS INCOME	$265906	148	$354462	44	$286200	192
DIRECT PATIENT PAYMENT	36.51	162	54.79	47	40.62	209
PRIVATE DENTAL INSURANCE	57.83	162	41.15	47	54.08	209
GOVERNMENT PROGRAMS	4.24	162	2.68	47	3.89	209
BY OTHER MEANS	1.43	162	1.40	47	1.42	209

NUMBER AND PERCENT OF DENTISTS WITH NO PAYMENT FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
PRIVATE DENTAL INSURANCE	0.6	0	2.1	1	0.9	2
GOVERNMENT PROGRAMS	52.5	85	53.2	25	52.6	110

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

SURVEY METHODOLOGY

The 1988 *Survey of Dental Practice* (*SDP*) was an updated version of the long-form 1985 *SDP*. This survey was sent to 4% of the dentists who were known to be actively engaged in the private practice of dentistry. The purpose of the survey is to provide reliable information on characteristics of the private practice of dentistry in the United States.

Sampling

The population consisted of 133,823 dentists who, based on the 1982 *Distribution of Dentists*, were known to be in private practice, even if only part-time.

The *Distribution of Dentists* is a dental census that is conducted periodically by the Bureau of Economic and Behavioral Research of the American Dental Association. Although the 1982 distribution was the most recent complete census at the time the sample was drawn, the sampling frame is updated periodically by adding information about recent graduations, retirements, and deaths when available. Dentists with an unknown practice type were included in the sampling frame.

The sample was ordered by type of practice (general practitioner or specialist). Within each type, the sample was sorted by dental school and graduation year. A random sample from each type of practice was selected. Since specialists comprise a small percentage of the dental population, it was necessary to oversample them to ensure adequate numbers for statistical analysis (i.e., the proportion of specialists sampled is higher than the actual percentage of specialists in the population). It should be noted that the sample was drawn in such a way as to make statements about general practitioners and specialists as a whole. For any given specialty, there may not have been enough dentists responding to make reliable statements about that individual specialty.

Data Collection

The 1988 SDP was initially mailed in April 1988. Two follow-up mailings to non-respondents occurred in May and June 1988. A telephone follow-up to non-respondents was conducted in July and August 1988. Coding, hand-editing, and computer processing were completed in October 1988. The final response rate was computed after the individuals who were either retired, disabled, deceased, not in private practice, or had unknown addresses were eliminated from the sample. The adjusted sample size was used to calculate the final response rate of 43.1%.

Weighting the Sample

Since the proportion of specialists in the sample is higher than the actual percentage in the dental population, it is necessary to account for this imbalance when making statements about the total dental population. This correction is accomplished by developing and applying a weighting factor to each sampled dentist.

Weights were calculated for general practitioners and specialists separately, by dividing the percentage of each in the population by the percentage in the sample. The proportion of general practitioners in the population is 80%, specialists, 20%. The percentage of general practitioners in the sample is 74.9%, of specialists, 25.1%.

The weights were computed as follows:

General Practitioner .80/.749 = 1.068731
Specialist .20/.251 = 0.795392

These weights were employed in the calculations of means and medians for cases in which general practitioners and specialists were combined (i.e., when statements were made about "all" solo or "all" independent dentists). The weights were also used when percentages of dentists in various categories were computed. In these cases, the totals as well as the percentages are weighted, making the totals smaller or larger than those for the actual sample.

DEFINITIONS

Definitions of several terms and phrases are provided in this section to assist with the interpretation of data contained in the tables in this and other reports. In general, the dentists included in this report were working in private practice as a primary occupation. In addition, all dentists had started in their current (i.e., 1987) practice prior to 1987.

All Dentists: This group of dentists contains all dentists responding to the survey, including those who are employed by a dentist or dental practice, rather than owning or sharing in the ownership of a practice.

Dental Practice Personnel (All Staff): This group includes dental hygienists, chairside assistants, dental laboratory technicians, secretary/receptionists, bookkeepers and business personnel. Dentists employed by the practice are **NOT** included.

Full-Time and Part-Time: For purposes of this report, full-time was defined as working in the practice at least 32 hours per week. Part-time was defined as working in the practice less than 32 hours per week.

Hourly Salary: The hourly salary reported is computed by dividing the weekly salary by the number of hours worked.

Independent Dentists: An independent dentist owns—or shares in the ownership of a dental practice. This ownership status includes sole proprietors, partners, and those who are shareholders in an incorporated practice.

Mean: The mean is the simple average of values reported by the dentists responding to the survey. The mean is calculated by summing the values reported and then dividing the sum by the number of dentists responding to the question.

Mean Per Year: The mean per year is the average value reported for a year's period of time (e.g., mean number of appointments per year). The per year figures were determined by multiplying the per week values by the number of weeks worked that year.

Nonowner Dentists (Employed): A nonowner dentist may be employed in an incorporated or unincorporated dental practice on a salary, commission, percentage, or associate basis. A nonowner dentist may be an independent contractor, but he may not be a shareholder in an incorporated practice.

Nonsolo Dentists: Nonsolo dentists work in a dental practice with at least one other dentist. Some of these dentists may be employed by the owner dentists in the practice.

No-Shows: The total of patient no-shows is defined as the difference between the number of appointments scheduled and the number of scheduled visits treated. It was assumed that the number of scheduled visits treated was equal to or less than the number of appointments scheduled.

Regions: The following is a breakdown of the states in each region.

New England: CT, MA, ME, NH, RI, VT
Middle Atlantic: NJ, NY, PA
East North Central: IL, IN, MI, OH, WI
West North Central: IA, KS, MN, MO, ND, NE, SD
South Atlantic: DE, MD, DC, FL, GA, NC, SC, VA, WV
East South Central: AL, KY, MS, TN
West South Central: AR, LA, OK, TX
Mountain: AZ, CO, ID, MT, NV, NM, UT, WY
Pacific: AK, CA, HI, OR, WA

Scheduled Visits Treated: Scheduled appointments that were kept by the patients.

Solo Dentists: A solo dentist is the sole owner of the practice and is the only dentist working in the practice. The dentist may be either a sole proprietor or the sole shareholder in an incorporated practice. Solo dentists are a subset of independent dentists.

Total Patient Visits: Total patients visits is the sum of walk-in visits, emergency visits, and scheduled visits that were treated (i.e., excluding no-shows).

Weighting: Since specialists comprise a smaller percentage of the dental population, it was necessary to oversample them to insure adequate numbers for statistical analysis. The proportion of specialists in the sample is higher than the actual proportion of specialists in the total population of dentists. Please note that individual specialties were not oversampled, and, therefore, only statistics on specialists as a group are presented. Statistics computed for all dentists were weighted to reflect national proportions.

ADA
American
Dental
Association

211 East Chicago Avenue
Chicago, Illinois 60611
312 440-2500

1988 Survey of Dental Practice

Please answer all questions by **circling** the number corresponding to the most appropriate response, except where a fill in the blank is requested.

1 Which of the following best describes your **primary and/or secondary occupation(s)** during 1987? (Please circle one response for **each** column.)

		Primary Occupation	**Secondary Occupation**
a	Private practice (full- or part-time)	00	00
b	Dental school faculty/staff member	01	01
c	Armed Forces	02	02
d	Other federal services (e.g., VA, PHS)	03	03
e	State or local government employed	04	04
f	Hospital staff dentist	05	05
g	Intern/resident	06	06
h	Other student	07	07
i	Other health/dental organization staff member (e.g., NIDR)	08	08
j	Not in practice	09	09
k	Retired	10	10
l	Occupation unrelated to dentistry	11	11
m	**No secondary occupation**	—	12

Please complete the remainder of this questionnaire if you were in **private practice** during any part of 1987.
If you were **not involved** in the **private practice** of dentistry during **any part** of 1987, please return the questionnaire. Thank you.

Individual Dentist Questions

The following questions pertain to you as an individual private practitioner. If you changed practices (i.e., worked in more than one **primary practice** during 1987), please give information on the practice in which you treated patients for the greatest number of months.

2a Were you **announcing yourself and practicing** as a specialist in an ADA recognized specialty area (dental public health, endodontics, oral and maxillofacial surgery, oral pathology, orthodontics, pediatric dentistry, periodontics, or prosthodontics) in your **primary practice** in 1987?

Yes	1
No (Skip to question 3.)	2

b Which **one** of the following specialties are you actively practicing?

Oral and maxillofacial surgery	10
Endodontics	15
Orthodontics	20
Pediatric dentistry	30
Periodontics	40
Prosthodontics	50
Oral pathology	60
Public health	82

3 In what year did you **first** become associated with the **primary practice** where you practiced during 1987? 19 ______

4 Which **one** of the following **best** describes your employment status when you **first** became associated with that practice?

a	Sole proprietor (i.e., the only owner) in an unincorporated dental practice	1
b	Partner in a complete or limited partnership	2
c	Shareholder in an incorporated dental practice	3
d	Employed in an incorporated dental practice on a salary, commission, percentage, or associate basis but not a shareholder	4
e	Employed in an unincorporated dental practice on a salary, commission, percentage, or associate basis	5
f	Independent contractor	6
g	Other, please specify ______	

5 Which **one** of the following **best** describes your employment status in that practice during 1987?

a	Sole proprietor (i.e., the only owner) in an unincorporated dental practice	1
b	Partner in a complete or limited partnership	2
c	Shareholder in an incorporated dental practice	3
d	Employed in an incorporated dental practice on a salary, commission, percentage, or associate basis but not a shareholder	4
e	Employed in an unincorporated dental practice on a salary, commission, percentage, or associate basis	5
f	Independent contractor	6
g	Other, please specify ______	

6 Please answer the following about the time **you personally** spent in your primary practice during 1987.

a	Total number of weeks worked (excluding vacation)	______ weeks
b	Total number of **hours per week** spent in the practice	______ hours per week
c	Number of hours per week spent **treating patients** in the practice	______ hours per week
d	Estimate the average scheduled length of an appointment in 1987	______ minutes

e During a typical week, what percentage of your **time treating patients** in the **primary practice** was devoted to each of the following procedures? (If none, enter zero.)

	Percentage of Time Per Week
Diagnostic (exams, x-rays, etc.)	______ %
Preventive (fluoride treatments, prophylaxis, patient education, pit and fissure sealants, etc.)	______ %
Operative (restoration, amalgams, inlays, etc.)	______ %
Prosthodontic	______ %
Endodontic	______ %
Periodontic	______ %
Orthodontic	______ %
Oral and maxillofacial surgery	______ %
General services (anesthesia, patient management, counseling, miscellaneous)	______ %
Total	**100%**

7 The following represent possible contractual agreements with third parties. Indicate if **any** apply to you in your practice by estimating the percentage of patients involved in each. Enter a zero if the category does not apply.

	Percentage of Patients
a. Service benefit plan participating agreement (e.g., Delta Dental Plan or Blue Cross and Blue Shield with participating agreement)	____ %
b. Capitation (e.g., Prudential DMO, Safeguard Health Plans, CIGNA Dental Health)	____ %
c. Fee schedule agreement (e.g., agreement with any insurance company that is contracting with Insurance Dentists of America)	____ %
d. Straight risk pool (e.g., Individual Practice Association Program)	____ %
e. Capitation-risk pool combination (e.g., Delta Dental Pacesetter Program)	____ %
f. Discount of usual fees agreement (e.g., Aetna Fast Track Program)	____ %
g. Other contractual agreement	____ %

8 During the entire year of 1987, indicate the **total** number of **patients you treated** in the **primary practice.** (This number should be different than the total number of appointments below.) ____ total patients

9 Please indicate the following regarding patient care that **you personally** provided in the **primary practice** during 1987.

The average number of:

a. **Appointments scheduled** per week (**excluding** those with hygienist appointments only) ____ appointments per week

b. **Walk-in visits** per week that **you** treated (i.e., non-emergency and no appointment scheduled) If none, enter zero ____ visits per week

c. **Emergency visits** per week that **you** treated (i.e., no appointments scheduled) If none, enter zero ____ visits per week

d. **Scheduled visits** per week that **you actually** treated (**excluding** those with hygienist appointments only) ____ visits per week

10 During a typical week, approximately what percentage of your time treating patients in your **primary practice** was devoted to implant services? (If none, enter zero) ____ %

11 Which **one** of the following best describes **you** in your **primary practice** during 1987?

	Busyness
a. Too busy to treat all people requesting appointments	1
b. Provided care to all who requested appointments but was overworked	2
c. Provided care to all who requested appointments and was not overworked	3
d. Not busy enough, could have treated more patients	4

Entire Primary Practice Characteristics

12 What was the zip code of your **primary practice** during 1987? ____ zip code

13 **Including yourself,** please indicate the number of full- or part-time **dentist positions** in the **entire primary practice** during 1987. (If none, enter zero.)

	Number of Dentist Positions
a. Number of **owner** dentists (i.e., sole proprietor, partners, or shareholders)	____
b. Number of **non-owner** dentists (i.e., employed dentists, associates and non-shareholders) If none, enter zero	____

14 **Including yourself,** please indicate the number of full- and part-time **dentist positions** in each of the following practice areas in the **primary practice** during 1987.

	Number of Dentist Positions	
	full-time	**part-time**
a. General practice	____	____
b. Oral and maxillofacial surgery	____	____
c. Endodontics	____	____
d. Orthodontics	____	____
e. Pediatric dentistry	____	____
f. Periodontics	____	____
g. Prosthodontics	____	____
h. Oral pathology	____	____
i. Public health	____	____
j. Other, please specify ____	____	____

15 Please indicate the number of full-time (32 hours per week or more) and part-time (less than 32 hours per week) **employee positions** in the **primary practice** during 1987. (If none, enter zero.)

	Number of Employee Positions	
	full-time	**part-time**
a. Dental hygienist(s)	____	____
b. Chairside assistant(s)	____	____
c. Secretary/receptionist(s)*	____	____
d. Dental laboratory technician(s)	____	____
e. Bookkeeper, business personnel	____	____
f. Other, please specify ____	____	____

***Note:** A secretary or receptionist who also provides chairside assistance at least 50% of the time should be counted as a chairside assistant.

16 For the **entire primary practice,** indicate the number of chairside assistants (full- and part-time) employed in 1987 who received formal training in a structured program.

a. Full-time ____
b. Part-time ____

17 Please provide the following regarding all dental hygienist(s) appointments and visits in the **entire primary practice** during 1987. (If no hygienists were employed, skip to question 19.)

The average number of:	**Dental Hygienist(s)**
a. **Appointments scheduled** per week primarily for hygienist(s) treatment	____ appointments per week
b. **Scheduled visits** per week that were actually treated by all hygienist(s)	____ visits per week

18 Please provide the following for **each dental hygienist** in the **entire primary practice** during 1987. If the practice did not employ someone in these positions, please check the appropriate box.

	Not Applicable (Please check box.)	Annual Salary/ Commission (in dollars)	Weeks Worked per Year	Hours Worked per Week	Length of Experience Prior to Employment in this Practice		Length of Employment in this Practice	
		per year	**weeks**	**hours**	**years**	**months**	**years**	**months**
Dental Hygienist(s):								
Position #1	☐	$						
Position #2	☐	$						
Position #3	☐	$						
Position #4	☐	$						

19 Please provide the following for **each employee** in the **entire primary practice** during 1987. If the practice did not employ someone in these positions, please check the appropriate box.

	Not Applicable (Please check box.)	Weekly Salary (in dollars)	Hours Worked per Week	Length of Experience Prior to Employment in this Practice		Length of Employment in this Practice	
		per week	**hours**	**years**	**months**	**years**	**months**
Chairside Assistant(s):							
Position #1	☐	$					
Position #2	☐	$					
Position #3	☐	$					
Position #4	☐	$					
Position #5	☐	$					
Secretary/Receptionist(s):							
Position #1	☐	$					
Position #2	☐	$					
Position #3	☐	$					
Dental Laboratory Technician(s):							
Position #1	☐	$					
Position #2	☐	$					
Bookkeeping/Business Personnel:							
Position #1	☐	$					
Position #2	☐	$					

Please use the following space to provide information for **all personnel not included above in questions 18 and 19.**

	$					
	$					
	$					
	$					
	per week	**hours**	**years**	**months**	**years**	**months**

20 For the **entire primary practice** in 1987 please indicate the following regarding the employment of auxiliary staff (If none enter zero.)

	Dental Hygienists	**Chairside Assistants**
a Number of open positions		
filled in 1987	______	______
unfilled in 1987	______	______
b Average number of weeks position(s) was open	______	______

21 What is the estimated starting salary in your **primary practice** for the following auxiliary positions with no prior experience?

	Starting Salary
a Dental hygienist	$ ______ /hour
b Chairside assistant	$ ______ /hour

22 In the **primary practice** during 1987 indicate whether or not and to whom the following benefits were offered (If the practice did not offer the benefit please check the appropriate box.)

	Not Offered	**Dental Hygienist(s)**	**Chairside Assistant(s)**	**Dental Laboratory Technician(s)**	**Secretary/ Receptionist(s)**
a Medical insurance	☐	1	2	3	4
b Dental insurance (or reduced costs)	☐	1	2	3	4
c Separate malpractice insurance	☐	1	2	3	4
d Life insurance	☐	1	2	3	4
e Profit sharing	☐	1	2	3	4
f Pension plan	☐	1	2	3	4
g Paid sick leave	☐	1	2	3	4
h Paid vacation days	☐	1	2	3	4
i Reimbursement for professional organization dues	☐	1	2	3	4
j Reimbursement for continuing education courses	☐	1	2	3	4
k Incentive program					
percent of total production	☐	1	2	3	4
percent of production above certain limits	☐	1	2	3	4
set bonus if budgeted goals are met	☐	1	2	3	4
l Other please specify ____________________					

23 Which of the following personnel in your **primary practice** use gloves mask protective eyewear or gowns when working with all or selected patients?

	Gloves			**Mask**			**Protective Eyewear**			**Protective Gowns**		
	all	**some patients**	**none**	**all**	**some patients**	**none**	**all**	**some patients**	**none**	**all**	**some patients**	**none**
a Dentist (self)	1	2	3	1	2	3	1	2	3	1	2	3
b Dental hygienist(s)	1	2	3	1	2	3	1	2	3	1	2	3
c Chairside assistant(s)	1	2	3	1	2	3	1	2	3	1	2	3
d Other please specify ________	1	2	3	1	2	3	1	2	3	1	2	3

24 Approximately how long have **you personally** used the following barrier techniques?

	Number of Years	**Number of Months**	**Do not use (Check box.)**
a Gloves	______	______	☐
b Mask	______	______	☐
c Protective eyewear	______	______	☐
d Protective gowns	______	______	☐

25 If **you** wear gloves do you change them after every patient?

Yes	1
No	2
Not applicable	3

26a. Did the **primary practice** utilize computer processing services during 1987?

Yes	1
No (Skip to question 27.)	2

b. Were these computer services provided by an:

In-house computer?	1
Outside computer service? (Skip to question 26d.)	2
Other, please specify ______________	

c. Who was the primary user of the computer system?

Dentist(s)	1
Secretary/receptionist(s)	2
Bookkeeping/business personnel	3
Other, please specify ______________	

d. For which of the following functions was a computer utilized? (Please circle as many as apply.)

Patient accounting and billing	1
Maintaining expense records	2
Processing insurance forms	3
Maintaining treatment records	4
Diagnosis and monitoring of treatment	5
Scheduling patients	6
Office newsletters	7
Form letters	8
Other, please specify ______________	

e. Which of the following was most important in your choice of a computer?

Price	1
Service/support	2
Training	3
Hardware	4
Software	5
Other, please specify ______________	

f. How were you introduced to your computer?

Advertisement	1
Trade show	2
Mailing	3
Telephone call	4
Other, please specify ______________	

g. If given the opportunity, would you purchase the same computer system again?

Yes	1
No	2

h. Is your computer:

Single user?	1
Multi user?	2

i. If given the opportunity to purchase another computer system, which of the following would be most important to you?

Price	1
Service/support	2
Training	3
Hardware	4
Software	5
Other, please specify ______________	

27. In the **entire primary practice** during 1987:

a. What was the total number of operatories? ______________ operatories

b. How many of these were fully-equipped operatories (i.e., where a dentist can perform at least restorative dentistry)? ______________ operatories

c. What was the total square feet of office space? ______________ square feet

28. Did the **primary practice** operate its own dental laboratory during 1987?

Yes	1
No	2

29. Were any of the following items of equipment utilized by the **primary practice** during 1987?

	Yes	**No**
a. Composite light curing unit	1	2
b. High speed air handpiece with fiber optics	1	2
c. Panoramic x-ray unit	1	2
d. Ultrasonic or sonic scaling unit	1	2
e. Electrosurgical unit	1	2
f. Nitrous oxide analgesic equipment	1	2
g. Modular instrument delivery system (wall divider)	1	2
h. Automatic x-ray film processor	1	2
i. Autoclavable handpiece	1	2
j. Scavenger system for nitrous oxide	1	2
k. Intraoral video camera	1	2
l. Laser	1	2
m. Biological indicator (spore test)	1	2

30. Which of the following **best** describes your **primary practice** location during 1987?

a. Metropolitan area with a population greater than 500,000	
central city location	1
suburban location	2
b. Metropolitan area with a population between 100,000 and 500,000	
central city location	3
suburban location	4
c. City of 50,000-99,999 population	5
d. City of 20,000-49,999 population	6
e. Rural (less than 20,000 population)	7

31. Which of the following **best** describes the building where the **primary practice** was located during 1987?

a. Home	1
b. Professional building	2
c. Shopping center	3
d. Other commercial building	4

32. Do either of the following characterize your **primary practice** where you worked in 1987?

	Yes	**No**
a. Retail or drug store facility	1	2
b. Franchise (practice marketed under a trade name)	1	2

33. a. In 1987, was your **primary practice** located in more than one office?

Yes	1
No (Skip to question 34.)	2

b. If yes, indicate the number of offices associated with your **primary practice** ______________

If you were a solo practitioner during 1987, please skip to question 36.

34 Please indicate the following regarding patient care by the **entire primary practice** during 1987.

The average number of:	**Entire Practice**
a. **Appointments scheduled** per week (**excluding** those with hygienist appointments only)	______ appointments per week
b. **Walk-in visits** per week that were treated (i.e., non-emergency and no appointment scheduled) If none, enter zero	______ visits per week
c. **Emergency visits** per week (i.e., no appointment scheduled) If none, enter zero	______ visits per week
d. **Scheduled visits** per week that were **actually** treated (**excluding** those with hygienist appointments only)	______ visits per week

35 During the entire year of 1987 indicate the **total** number of **patients** treated by the **primary practice.** (This number should be different than your total number of appointments above.) ______ total patients

36 Approximately what percentage of the **entire practice's** yearly patients are received on a referral basis from another practice, dentist or physician? ______ %

37a During a typical month, about how many **new patients** were treated in the **entire primary practice** where you practiced in 1987? (If none, enter zero and skip to question 38.) ______ new patients per month

b For 1987, please indicate the percentage of **new patients** from the following sources. (If none, enter zero.)

	Entire Practice Sources of New Patients
Other dentists	
General practitioners	______ %
Specialists	______ %
Patients	______ %
Dental referral service	______ %
Other professionals (e.g., M.D.'s)	______ %
Direct mail or commercial advertising (TV, radio, newspaper, etc.)	______ %
Capitation/closed panel contracts	______ %
Other, please specify ______	______ %
Total	**100%**

38 For the **entire primary practice** during 1987, how long did an average patient of record and average new patient have to **wait:**

	Entire Practice Waiting Time	
	patient of record	**new patient**
a. For the **initial appointment** of a series (excluding emergency cases)?	______	______ days
b. To see a dentist **after** the patient arrived for a **scheduled appointment?**	______	______ minutes

39. Of the 52 **weeks** in 1987, how many weeks was the **primary practice** scheduled to be open (not including emergency cases) to provide care to patients? ______ weeks

40. Approximately what percentage of the patients who visited the primary practice:

	Entire Practice Patient Characteristics
a. were:	
14 years of age or younger?	______ %
15 to 64 years of age?	______ %
65 years of age or older?	______ %
Total	**100%**
b. were members of families whose annual income is estimated to be:	
under $10,000?	______ %
$10,000 to 29,999?	______ %
$30,000 or more?	______ %
Total	**100%**
c. were:	
covered by a private insurance program that pays or partially pays for their dental care?	______ %
covered by a public assistance program that pays or partially pays for their dental care?	______ %
not covered by an insurance program?	______ %
Total	**100%**
d. were:	
male?	______ %
female?	______ %
Total	**100%**
e. were physically handicapped and/or mentally handicapped?	______ %
f. were members of a racial minority?	______ %

41 Please indicate the percentage of patients who travelled various distances (from work or home) to your **primary practice** office.

a. Patients close (within walking distance or within 1-10 minute drive or transportation)	______ %
b. Patients within 11-39 minutes drive or transportation	______ %
c. Patients within 40 or more minute drive or transportation	______ %
Total	**100%**

42. For each of the dental procedures listed below, indicate the usual fee the **entire primary practice** charged during 1987. (If you usually provided the procedure free of charge, enter zero in the appropriate blank. If the procedure is not routinely performed, check the appropriate box.) Please do not report ranges.

	Not Done	**Usual Fee**
a. Periodic oral examination (excluding radiogrpahs)	☐	$
b. Bitewing radiographs, for films	☐	$
c. Dental prophylaxis, for adults	☐	$
d. Pit and fissure sealant, per tooth	☐	$
e. Topical fluoride treatment (including prophylaxis), child	☐	$
f. Amalgam restoration, one surface, permanent (including polishing)	☐	$
g. Fixed unilateral space maintainer	☐	$
restoration	☐	$
i. Root canal therapy—molar (includes treatment plan, clinical procedures, and follow-up care, excluding final restoration), one canal	☐	$
j. Periodontal scaling and root planing—per quadrant	☐	$
k. Complete upper acrylic-base denture, including six-months post-delivery care	☐	$
l. Extraction (including local anesthesia and post-operative care), single tooth	☐	$

43. What was **your** 1987 net income (after practice expenses and business taxes) from: (Please include salary, commission and/or dividends.)

	Net Income
a. Your primary practice?	$
b. Your secondary practice (if applicable)?	$
c. Other income from dentistry (i.e., teaching, research, other practice, etc.)?	$

44. In the **entire primary practice,** what was the total amount of fees charged for the dental care provided during 1987 (annual billing)? $ ________

45. What percentage of the **gross receipts** were received: (If none, enter zero.)

	Gross Receipts
a. As direct patient payment?	____ %
b. As payment from government programs (e.g., Medicare, Medicaid, or other public insurance)?	____ %
c. As direct payment from private insurance carriers?	____ %
d. From other sources of payment? Please specify ________	____ %
Total	**100%**

46. During 1987, were any of the expenses of the **entire primary practice** (dental facilities or staff) shared with other dentists?

Yes 1
No 2

If you shared expenses (dental facilities or staff) with any other practices, please report **only your entire primary practice's** share of the expenses.

47. For each item below, what were the **total professional expenses** for the **entire primary practice** during 1987? (If no expenses were incurred for specific items, please enter zero.)

	Expenses
a. Yearly rent	$
b. Yearly mortgage (including interest)	$
c. Total salaries, wages and commissions of non-dentist employees	$
d. Total salaries, wages and commissions of employed dentists (**exclude** salaries of owner dentists or shareholders of incorporated practices)	$
e. Total salaries, wages and commissions of officers/shareholder dentists (**for incorporated practices only**)	$
f. Employee benefits of personnel, not included in salaries, (e.g., insurance, pensions, etc.)	$
g. General office supplies	$
h. Dental supplies	$
i. Commercial dental laboratory charges	$
j. Advertising expenses	$
k. Annual depreciation costs of dental and office equipment	$
l. Taxes on business and business property	$
m. Repairs of dental or office equipment	$
n. Insurance related to dental office (liability, fire, etc.)	$
o. Legal and professional fees	$
p. Professional liability (malpractice insurance)	$
q. Interest on business indebtedness (excluding mortgage)	$
r. Drugs	$
s. Utilities (telephone, electricity, etc.)	$
t. Professional expenses (travel to meetings, society dues, etc.)	$
u. Bad debts	$
v. Other, please specify ________	$
w. **Total Professional Expenses**	$

Thank you for your assistance in this important research project. Please return this questionnaire by folding and placing tape as indicated. Drop it in the mail, postage is paid.

ADA

American
Dental
Association

211 East Chicago Avenue
Chicago, Illinois 60611

The Bureau of Economic and
Behavioral Research

The 1988 Survey of Dental Practice

Patients of Dentists in Private Practice

A1475-11.7

ADA

American
Dental
Association

211 East Chicago Avenue
Chicago, Illinois 60611

The Bureau of Economic and
Behavioral Research

The 1988 Survey of Dental Practice

Patients of Dentists in Private Practice

TABLE OF CONTENTS

PATIENTS OF DENTISTS IN PRIVATE PRACTICE FOR THE YEAR 1987

PAGE

HIGHLIGHTS.. 1

INTRODUCTION.. 2

INDEPENDENT DENTISTS................................ 3

SOLO DENTISTS....................................... 6

INDEPENDENT DENTISTS GRADUATING SINCE 1980 9

METHODOLOGY... 12

DEFINITIONS... 14

APPENDIX: THE 1988 SURVEY OF DENTAL PRACTICE QUESTIONNAIRE.......................... 16

HIGHLIGHTS

- Specialists, as a group, saw a greater percentage of patients under the age of 15 than did general practitioners. This, however, tends to reflect the higher proportion of orthodontists among all specialists.
- General practitioners saw a greater percentage of patients between the ages of 15 and 64 than did specialists for all the groups of dentists surveyed. Among all independent dentists, general practitioners received 62.9% of their patients from this age group, whereas specialists received 51.0%.
- General practitioners saw a greater percentage of patients aged 65 or older. General practitioners reported that 18.8% of their patients were in this age group, compared to 9.3% for specialists.
- Independent specialists estimated that they saw a greater percentage of patients with family incomes in excess of $30,000 than did general practitioners, 55.8% and 46.7% respectively. The difference was greatest among independent dentists graduating since 1980.
- Most patients seen by general practitioners and specialists had family incomes that exceeded $30,000.
- Both general practitioners and specialists reported that over one-third of their patients were not covered by an insurance program; general practitioners reported 33.3%, specialists 37.2%.
- An average of 50.5% of specialists surveyed reported having no patients whose annual family income was below $10,000. This compares to 23.7% for general practitioners.
- Among all independent dentists, only 4.8% reported having no patients who were members of a racial minority.

INTRODUCTION

This report provides descriptive statistics from the 1988 Survey of Dental Practice on the characteristics of patients of independent dentists in private practice in the United States for the year 1987. Areas covered in this report include patient characteristics such as age, annual family income, insurance coverage, and racial background.

Please note that statistics are reported only for independent dentists and are analyzed in three catagories: 1) all independent dentists, 2) solo dentists, and 3) independent dentists graduating since 1980. Each section is preceded by a brief summary citing statistics on the responding dentists in that given category. The tables present detailed data broken down by general practitioner and specialty status for each of the three categories. Statistics are based on responses from dentists regarding their entire practice patient load. The data were not gathered from surveys of patients. The data merely describe some access variables, including age, income level, racial background, and insurance coverage. Because of this, little can be concluded based on the data regarding, for example, the dentists' responses to economic barriers to care and whether or not the distribution of patients across dentists is related to how dentists respond.

In order to review the data in this report within a national context, the following statistics are provided. Slightly over 12% of the population in 1987 were 65 years of age or older. The percentage of all families in 1987 with an income of less than $10,000 was 11.8%, including 4.4% under $5,000 and 7.4% between $5,000 and $10,000. In 1987, an estimated 15.5% of the U.S. population were members of a racial minority group (non-whites). In 1984, 111 million persons were covered by private dental insurance; in 1987, 5.1 million received dental benefits through the Medicaid program.

INDEPENDENT DENTISTS

Among all independent dentists 60.5% of their patients were between the ages of 15 and 64 years. This percentage is maintained among general practitioners (62.9%), but is lower (51.0%) among specialists.

Most (47.6%) patients seen by all independent dentists had annual family incomes of $30,000 or more. Independent specialists as a group estimated that 55.8% of their patients had annual family incomes in this group, while independent general practitioners estimated 45.7% of their patients to be in this group.

Over half (60.8%) of the patients seen by all independent dentists were covered by private insurance programs that paid or partially paid for dental care, while approximately one-third (34.0%) of all patients had no insurance coverage.

Of all independent dentists, 52.0% reported having no patients who were covered by a public assistance program. The percentage was slightly lower for general practitioners (51.4%) and slightly higher for specialists (53.8%).

Almost one third of all independent dentists reported having no patients with family incomes under $10,000. The percentage is lower for general practitioners (23.7%) and higher for specialists (50.5%).

PATIENTS OF DENTISTS IN PRIVATE PRACTICE INDEPENDENT DENTISTS

MEAN PERCENT OF PATIENTS WHO WERE OR HAD

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
14 YEARS OF AGE OR YOUNGER	18.31	1038	39.69	349	22.59	1387
15 TO 64 YEARS OF AGE	62.92	1038	51.03	349	60.54	1387
65 YEARS OF AGE OR OLDER	18.77	1038	9.28	349	16.87	1387
FAMILY INCOME UNDER $10,000	9.97	964	5.44	303	9.11	1267
FAMILY INCOME $10,000 TO $29,999	44.34	964	38.74	303	43.28	1267
FAMILY INCOME $30,000 OR MORE	45.68	964	55.82	303	47.61	1267
COVERED BY PRIVATE INSURANCE PROGRAM	61.35	1020	58.83	342	60.84	1362
COVERED BY PUBLIC ASSISTANCE PROGRAM	5.40	1020	3.98	342	5.12	1362
NOT COVERED BY AN INSURANCE PROGRAM	33.25	1020	37.19	342	34.04	1362
WERE MEMBERS OF A RACIAL MINORITY	13.47	1025	14.94	330	13.75	1355

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

PERCENT AND NUMBER OF DENTISTS HAVING NO PATIENTS WHO WERE OR HAD

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
14 YEARS OF AGE OR YOUNGER	2.6	27	6.3	22	3.5	49
15 TO 64 YEARS OF AGE	0.0	0	0.6	2	0.1	2
65 YEARS OF AGE OR OLDER	1.0	10	44.4	155	11.9	165
FAMILY INCOME UNDER $10,000	23.7	228	50.5	153	30.1	381
FAMILY INCOME $10,000 TO $29,999	2.4	23	5.3	16	3.1	39
FAMILY INCOME $30,000 OR MORE	1.3	13	0.3	1	1.1	14
COVERED BY PRIVATE INSURANCE PROGRAM	0.1	1	0.0	0	0.1	1
COVERED BY PUBLIC ASSISTANCE PROGRAM	51.4	524	53.8	184	52.0	708
NOT COVERED BY AN INSURANCE PROGRAM	0.2	2	0.3	1	0.2	3
WERE MEMBERS OF A RACIAL MINORITY	5.7	58	2.1	7	4.8	65

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

SOLO DENTISTS

Most (83.1%) patients seen by all solo dentists were under the age of 65. Specialists reported a greater percentage of younger patients, while general practitioners reported a greater percentage of patients in older age categories.

Reflecting the fact that specialists tend to see more young patients than general practitioners do, 49.4% of all solo specialists reported having no patients aged 65 or older. In comparison, this percentage for general practitioners was 1.3%.

Most (46.1%) patients seen by all solo dentists had annual family incomes of $30,000 or more. Specialists estimated that 54.1% of their patients were in this income category, whereas general practitioners estimated 44.3%.

Solo dentists reported that an average of 13.3% of their patients were members of a racial minority group. General practitioners reported a similar percentage (13.0%), and for specialists the figure was slightly higher (14.4%).

Over half (60.3%) of the patients seen by all solo dentists were covered by a private insurance program that provided full or partial payment for dental care. Over one-third (34.6%) of the patients seen by all solo dentists had no insurance coverage.

Slightly over half (52.3%) of all solo dentists reported having no patients who were covered by a public assistance program. Among solo general practitioners, the percentage was 51.4%, and among specialists, 55.0%.

PATIENTS OF DENTISTS IN PRIVATE PRACTICE

SOLO DENTISTS

MEAN PERCENT OF PATIENTS WHO WERE OR HAD

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
14 YEARS OF AGE OR YOUNGER	18.34	782	43.24	245	23.05	1027
15 TO 64 YEARS OF AGE	62.57	782	49.20	245	60.04	1027
65 YEARS OF AGE OR OLDER	19.09	782	7.56	245	16.91	1027
FAMILY INCOME UNDER $10,000	10.17	727	4.80	215	9.20	942
FAMILY INCOME $10,000 TO $29,999	45.52	727	41.14	215	44.73	942
FAMILY INCOME $30,000 OR MORE	44.31	727	54.07	215	46.07	942
COVERED BY PRIVATE INSURANCE PROGRAM	61.17	776	56.61	238	60.32	1014
COVERED BY PUBLIC ASSISTANCE PROGRAM	5.32	776	4.18	238	5.11	1014
NOT COVERED BY AN INSURANCE PROGRAM	33.52	776	39.22	238	34.58	1014
WERE MEMBERS OF A RACIAL MINORITY	13.04	772	14.36	236	13.28	1008

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

PATIENTS OF DENTISTS IN PRIVATE PRACTICE SOLO DENTISTS

PERCENT AND NUMBER OF DENTISTS HAVING NO PATIENTS WHO WERE OR HAD

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
14 YEARS OF AGE OR YOUNGER	3.1	24	6.5	16	3.9	40
15 TO 64 YEARS OF AGE	0.0	0	0.8	2	0.2	2
65 YEARS OF AGE OR OLDER	1.3	10	49.4	121	12.8	131
FAMILY INCOME UNDER $10,000	22.4	163	54.0	116	29.6	279
FAMILY INCOME $10,000 TO $29,999	2.5	18	3.7	8	2.8	26
FAMILY INCOME $30,000 OR MORE	1.5	11	0.5	1	1.3	12
COVERED BY PRIVATE INSURANCE PROGRAM	0.1	1	0.0	0	0.1	1
COVERED BY PUBLIC ASSISTANCE PROGRAM	51.4	399	55.0	131	52.3	530
NOT COVERED BY AN INSURANCE PROGRAM	0.1	1	0.4	1	0.2	2
WERE MEMBERS OF A RACIAL MINORITY	6.5	50	2.5	6	5.6	56

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

INDEPENDENT DENTISTS GRADUATING SINCE 1980

Nearly two-thirds (60.3%) of all patients seen by independent dentists graduating since 1980 were between the ages of 15 and 64 years.

Like solo dentists and all independent dentists, specialists graduating since 1980 saw a higher percentage of younger patients than did general practitioners. For specialists, 51.6% of patients were of age 14 or younger; the percentage for general practitioners was 20.1%.

The majority (46.4%) of patients seen by all independent dentists graduating since 1980 had estimated annual family incomes from $10,000 to $29,999. The dentists estimated that 13.3% of their patients had annual family incomes under $10,000, and that 40.3% had annual family incomes in excess of $30,000.

Over half (61.1%) of the patients seen by all independent dentists graduating since 1980 were covered by private insurance programs. Conversely, 32.1% of the patients seen by independent dentists graduating since 1980 were not covered by an insurance program.

PATIENTS OF DENTISTS IN PRIVATE PRACTICE

INDEPENDENT DENTISTS
GRADUATING SINCE 1980

MEAN PERCENT OF PATIENTS WHO WERE OR HAD

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
14 YEARS OF AGE OR YOUNGER	20.06	142	51.60	15	22.36	157
15 TO 64 YEARS OF AGE	61.81	142	41.40	15	60.32	157
65 YEARS OF AGE OR OLDER	18.13	142	7.00	15	17.32	157
FAMILY INCOME UNDER $10,000	13.77	137	7.47	15	13.30	152
FAMILY INCOME $10,000 TO $29,999	46.72	137	42.27	15	46.38	152
FAMILY INCOME $30,000 OR MORE	39.50	137	50.27	15	40.31	152
COVERED BY PRIVATE INSURANCE PROGRAM	61.53	139	56.75	16	61.15	155
COVERED BY PUBLIC ASSISTANCE PROGRAM	7.01	139	3.12	16	6.71	155
NOT COVERED BY AN INSURANCE PROGRAM	31.46	139	40.12	16	32.14	155
WERE MEMBERS OF A RACIAL MINORITY	15.20	142	10.06	16	14.81	158

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

PERCENT AND NUMBER OF DENTISTS HAVING NO PATIENTS WHO WERE OR HAD

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
14 YEARS OF AGE OR YOUNGER	0.0	0	20.0	3	1.9	3
15 TO 64 YEARS OF AGE	0.0	0	0.0	0	0.0	0
65 YEARS OF AGE OR OLDER	0.7	1	60.0	9	6.4	10
FAMILY INCOME UNDER $10,000	12.4	17	33.3	5	14.4	22
FAMILY INCOME $10,000 TO $29,999	0.7	1	0.0	0	0.7	1
FAMILY INCOME $30,000 OR MORE	0.7	1	0.0	0	0.7	1
COVERED BY PRIVATE INSURANCE PROGRAM	0.0	0	0.0	0	0.0	0
COVERED BY PUBLIC ASSISTANCE PROGRAM	46.0	64	43.8	7	45.8	71
NOT COVERED BY AN INSURANCE PROGRAM	0.0	0	0.0	0	0.0	0
WERE MEMBERS OF A RACIAL MINORITY	4.9	7	12.5	2	5.7	9

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

SURVEY METHODOLOGY

The 1988 Survey of Dental Practice (SDP) was an updated version of the long-form 1985 SDP. This survey was sent to 4% of the dentists who were known to be actively engaged in the private practice of dentistry. The purpose of the survey is to provide reliable information on characteristics of the private practice of dentistry in the United States.

Sampling

The population consisted of 133,823 dentists who, based on the 1982 Distribution of Dentists, were known to be in private practice, even if only part-time.

The Distribution of Dentists is a dental census that is conducted periodically by the Bureau of Economic and Behavioral Research of the American Dental Association. Although the 1982 distribution was the most recent complete census at the time the sample was drawn, the sampling frame is updated periodically by adding information about recent graduations, retirements, and deaths when available. Dentists with an unknown practice type were included in the sampling frame.

The sample was ordered by type of practice (general practitioner or specialist). Within each type, the sample was sorted by dental school and graduation year. A random sample from each type of practice was selected. Since specialists comprise a small percentage of the dental population, it was necessary to oversample them to ensure adequate numbers for statistical analysis (i.e., the proportion of specialists sampled is higher than the actual percentage of specialists in the population). It should be noted that the sample was drawn in such a way as to make statements about general practitioners and specialists as a whole. For any given specialty, there may not have been enough dentists responding to make reliable statements about that individual specialty.

Data Collection

The 1988 SDP was initially mailed in April 1988. Two follow-up mailings to non-respondents occurred in May and June 1988. A telephone follow-up to non-respondents was conducted in July and August 1988. Coding, hand-editing, and computer processing were completed in October 1988. The final response rate was computed after the individuals who were either retired, disabled, deceased, not in private practice, or had unknown addresses were eliminated from the sample. The adjusted sample size was used to calculate the final response rate of 43.1%.

Weighting the Sample

Since the proportion of specialists in the sample is higher than the actual percentage in the dental population, it is necessary to account for this imbalance when making statements about the total dental population. This correction is accomplished by developing and applying a weighting factor to each sampled dentist.

Weights were calculated for general practitioners and specialists separately, by dividing the percentage of each in the population by the percentage in the sample. The proportion of general practitioners in the population is 80%, specialists, 20%. The percentage of general practitioners in the sample is 74.9%, of specialists, 25.1%.

The weights were computed as follows:

General Practitioner	.80/.749 = 1.068731
Specialist	.20/.251 = 0.795392

These weights were employed in the calculations of means and medians for cases in which general practitioners and specialists were combined (i.e., when statements were made about "all" solo or "all" independent dentists). The weights were also used when percentages of dentists in various categories were computed. In these cases, the totals as well as the percentages are weighted, making the totals smaller or larger than those for the actual sample.

DEFINITIONS

Definitions of several terms and phrases are provided in this section to assist with the interpretation of data contained in the tables in this and other reports. In general, the dentists included in this report were working in private practice as a primary occupation. In addition, all dentists had started in their current (i.e., 1987) practice prior to 1987.

All Dentists: This group of dentists contains all dentists responding to the survey, including those who are employed by a dentist or dental practice, rather than owning or sharing in the ownership of a practice.

Dental Practice Personnel (All Staff): This group includes dental hygienists, chairside assistants, dental laboratory technicians, secretary/receptionists, bookkeepers and business personnel. Dentists employed by the practice are **NOT** included.

Full-Time and Part-Time: For purposes of this report, full-time was defined as working in the practice at least 32 hours per week. Part-time was defined as working in the practice less than 32 hours per week.

Hourly Salary: The hourly salary reported is computed by dividing the weekly salary by the number of hours worked.

Independent Dentists: An independent dentist owns or shares in the ownership of a dental practice. This ownership status includes sole proprietors, partners, and those who are shareholders in an incorporated practice.

Mean: The mean is the simple average of values reported by the dentists responding to the survey. The mean is calculated by summing the values reported and then dividing the sum by the number of dentists responding to the question.

Mean Per Year: The mean per year is the average value reported for a year's period of time (e.g., mean number of appointments per year). The per year figures were determined by multiplying the per week values by the number of weeks worked that year.

Nonowner Dentists (Employed): A nonowner dentist may be employed in an incorporated or unincorporated dental practice on a salary, commission, percentage, or associate basis. A nonowner dentist may be an independent contractor, but he may not be a shareholder in an incorporated practice.

Nonsolo Dentists: Nonsolo dentists work in a dental practice with at least one other dentist. Some of these dentists may be employed by the owner dentists in the practice.

No-Shows: The total of patient no-shows is defined as the difference between the number of appointments scheduled and the number of scheduled visits treated. It was assumed that the number of scheduled visits treated was equal to or less than the number of appointments scheduled.

Regions: The following is a breakdown of the states in each region.

New England: CT, MA, ME, NH, RI, VT
Middle Atlantic: NJ, NY, PA
East North Central: IL, IN, MI, OH, WI
West North Central: IA, KS, MN, MO, ND, NE, SD
South Atlantic: DE, MD, DC, FL, GA, NC, SC, VA, WV
East South Central: AL, KY, MS, TN
West South Central: AR, LA, OK, TX
Mountain: AZ, CO, ID, MT, NV, NM, UT, WY
Pacific: AK, CA, HI, OR, WA

Scheduled Visits Treated: Scheduled appointments that were kept by the patients.

Solo Dentists: A solo dentist is the sole owner of the practice and is the only dentist working in the practice. The dentist may be either a sole proprietor or the sole shareholder in an incorporated practice. Solo dentists are a subset of independent dentists.

Total Patient Visits: Total patients visits is the sum of walk-in visits, emergency visits, and scheduled visits that were treated (i.e., excluding no-shows).

Weighting: Since specialists comprise a smaller percentage of the dental population, it was necessary to oversample them to insure adequate numbers for statistical analysis. The proportion of specialists in the sample is higher than the actual proportion of specialists in the total population of dentists. Please note that individual specialties were not oversampled, and, therefore, only statistics on specialists as a group are presented. Statistics computed for all dentists were weighted to reflect national proportions.

ADA
American
Dental
Association

211 East Chicago Avenue
Chicago, Illinois 60611
312 440-2500

1988 Survey of Dental Practice

Please answer all questions by **circling** the number corresponding to the most appropriate response, except where a fill in the blank is requested.

1. Which of the following best describes your **primary and/or secondary occupation(s)** during 1987? (Please circle one response for **each** column.)

		Primary Occupation	Secondary Occupation
a	Private practice (full- or part-time)	00	00
b	Dental school faculty/staff member	01	01
c	Armed Forces	02	02
d	Other federal services (e.g., VA, PHS)	03	03
e	State or local government employed	04	04
f	Hospital staff dentist	05	05
g	Intern/resident	06	06
h	Other student	07	07
i	Other health/dental organization staff member (e.g., NIDR)	08	08
j	Not in practice	09	09
k	Retired	10	10
l	Occupation unrelated to dentistry	11	11
m	**No secondary occupation**	—	12

Please complete the remainder of this questionnaire if you were in **private practice** during any part of 1987.
If you were **not involved** in the **private practice** of dentistry during **any part** of 1987, please return the questionnaire. Thank you.

Individual Dentist Questions

The following questions pertain to you as an individual private practitioner. If you changed practices (i.e., worked in more than one **primary practice** during 1987), please give information on the practice in which you treated patients for the greatest number of months.

2a. Were you **announcing yourself and practicing** as a specialist in an ADA recognized specialty area (dental public health, endodontics, oral and maxillofacial surgery, oral pathology, orthodontics, pediatric dentistry, periodontics, or prosthodontics) in your **primary practice** in 1987?

Yes	1
No (Skip to question 3.)	2

b. Which **one** of the following specialties are you actively practicing?

Oral and maxillofacial surgery	10
Endodontics	15
Orthodontics	20
Pediatric dentistry	30
Periodontics	40
Prosthodontics	50
Oral pathology	60
Public health	82

3. In what year did you **first** become associated with the **primary practice** where you practiced during 1987? 19 ______

4. Which **one** of the following **best** describes your employment status when you **first** became associated with that practice?

a	Sole proprietor (i.e., the only owner) in an unincorporated dental practice	1
b	Partner in a complete or limited partnership	2
c	Shareholder in an incorporated dental practice	3
d	Employed in an incorporated dental practice on a salary, commission, percentage, or associate basis but not a shareholder	4
e	Employed in an unincorporated dental practice on a salary, commission, percentage, or associate basis	5
f	Independent contractor	6
g	Other, please specify ______	

5. Which **one** of the following **best** describes your employment status in that practice during 1987?

a	Sole proprietor (i.e., the only owner) in an unincorporated dental practice	1
b	Partner in a complete or limited partnership	2
c	Shareholder in an incorporated dental practice	3
d	Employed in an incorporated dental practice on a salary, commission, percentage, or associate basis but not a shareholder	4
e	Employed in an unincorporated dental practice on a salary, commission, percentage, or associate basis	5
f	Independent contractor	6
g	Other, please specify ______	

6. Please answer the following about the time **you personally** spent in your primary practice during 1987.

a. Total number of weeks worked (excluding vacation) ______ weeks

b. Total number of **hours per week** spent in the practice ______ hours per week

c. Number of hours per week spent **treating patients** in the practice ______ hours per week

d. Estimate the average scheduled length of an appointment in 1987 ______ minutes

e. During a typical week, what percentage of your **time treating patients** in the **primary practice** was devoted to each of the following procedures? (If none, enter zero.)

	Percentage of Time Per Week
Diagnostic (exams, x-rays, etc.)	______ %
Preventive (fluoride treatments, prophylaxis, patient education, pit and fissure sealants, etc.)	______ %
Operative (restoration, amalgams, inlays, etc.)	______ %
Prosthodontic	______ %
Endodontic	______ %
Periodontic	______ %
Orthodontic	______ %
Oral and maxillofacial surgery	______ %
General services (anesthesia, patient management, counseling, miscellaneous)	______ %
Total	**100%**

7. The following represent possible contractual agreements with third parties. Indicate if **any** apply to you in your practice by estimating the percentage of patients involved in each. Enter a zero if the category does not apply.

	Percentage of Patients
a. Service benefit plan participating agreement (e.g., Delta Dental Plan or Blue Cross and Blue Shield with participating agreement)	______ %
b. Capitation (e.g., Prudential DMO, Safeguard Health Plans, CIGNA Dental Health)	______ %
c. Fee schedule agreement (e.g., agreement with any insurance company that is contracting with Insurance Dentists of America)	______ %
d. Straight risk pool (e.g., Individual Practice Association Program)	______ %
e. Capitation-risk pool combination (e.g., Delta Dental Pacesetter Program)	______ %
f. Discount of usual fees agreement (e.g., Aetna Fast Track Program)	______ %
g. Other contractural agreement	______ %

8. During the entire year of 1987 indicate the **total** number of **patients you treated** in the **primary practice.** (This number should be different than the total number of appointments below.) ______ total patients

9. Please indicate the following regarding patient care that **you personally** provided in the **primary practice** during 1987.

The average number of:

a. **Appointments scheduled** per week (**excluding** those with hygienist appointments only) ______ appointments per week

b. **Walk-in visits** per week that **you** treated (i.e., non-emergency and no appointment scheduled) If none, enter zero ______ visits per week

c. **Emergency visits** per week that **you** treated (i.e., no appointments scheduled) If none, enter zero ______ visits per week

d. **Scheduled visits** per week that **you actually** treated (**excluding** those with hygienist appointments only) ______ visits per week

10. During a typical week, approximately what percentage of your time treating patients in your **primary practice** was devoted to implant services? (If none, enter zero) ______ %

11. Which **one** of the following best describes **you** in your **primary practice** during 1987?

	Busyness
a. Too busy to treat all people requesting appointments	1
b. Provided care to all who requested appointments but was overworked	2
c. Provided care to all who requested appointments and was not overworked	3
d. Not busy enough, could have treated more patients	4

Entire Primary Practice Characteristics

12. What was the zip code of your **primary practice** during 1987? ______ zip code

13. **Including yourself,** please indicate the number of full- or part-time **dentist positions** in the **entire primary practice** during 1987. (If none, enter zero.)

	Number of Dentist Positions
a. Number of **owner** dentists (i.e., sole proprietor, partners, or shareholders)	______
b. Number of **non-owner** dentists (i.e., employed dentists, associates and non-shareholders) If none, enter zero	______

14. **Including yourself,** please indicate the number of full- and part-time **dentist positions** in each of the following practice areas in the **primary practice** during 1987.

	Number of Dentist Positions	
	full-time	**part-time**
a. General practice	______	______
b. Oral and maxillofacial surgery	______	______
c. Endodontics	______	______
d. Orthodontics	______	______
e. Pediatric dentistry	______	______
f. Periodontics	______	______
g. Prosthodontics	______	______
h. Oral pathology	______	______
i. Public health	______	______
j. Other, please specify ______	______	______

15. Please indicate the number of full-time (32 hours per week or more) and part-time (less than 32 hours per week) **employee positions** in the **primary practice** during 1987. (If none, enter zero.)

	Number of Employee Positions	
	full-time	**part-time**
a. Dental hygienist(s)	______	______
b. Chairside assistant(s)	______	______
c. Secretary/receptionist(s)*	______	______
d. Dental laboratory technician(s)	______	______
e. Bookkeeper, business personnel	______	______
f. Other, please specify ______	______	______

***Note:** A secretary or receptionist who also provides chairside assistance at least 50% of the time should be counted as a chairside assistant.

16. For the **entire primary practice,** indicate the number of chairside assistants (full- and part-time) employed in 1987 who received formal training in a structured program.

a. Full-time ______
b. Part-time ______

17. Please provide the following regarding all dental hygienist(s) appointments and visits in the **entire primary practice** during 1987. (If no hygienists were employed, skip to question 19.)

The average number of:	**Dental Hygienist(s)**
a. **Appointments scheduled** per week primarily for hygienist(s) treatment	______ appointments per week
b. **Scheduled visits** per week that were actually treated by all hygienist(s)	______ visits per week

18. Please provide the following for **each dental hygienist** in the **entire primary practice** during 1987. If the practice did not employ someone in these positions, please check the appropriate box.

	Not Applicable (Please check box.)	Annual Salary/ Commission (in dollars)	Weeks Worked per Year	Hours Worked per Week	Length of Experience Prior to Employment in this Practice		Length of Employment in this Practice	
		per year	**weeks**	**hours**	**years**	**months**	**years**	**months**
Dental Hygienist(s):								
Position #1	☐	$						
Position #2	☐	$						
Position #3	☐	$						
Position #4	☐	$						

19. Please provide the following for **each employee** in the **entire primary practice** during 1987. If the practice did not employ someone in these positions, please check the appropriate box.

	Not Applicable (Please check box.)	Weekly Salary (in dollars)	Hours Worked per Week	Length of Experience Prior to Employment in this Practice		Length of Employment in this Practice	
		per week	**hours**	**years**	**months**	**years**	**months**
Chairside Assistant(s):							
Position #1	☐	$					
Position #2	☐	$					
Position #3	☐	$					
Position #4	☐	$					
Position #5	☐	$					
Secretary/Receptionist(s):							
Position #1	☐	$					
Position #2	☐	$					
Position #3	☐	$					
Dental Laboratory Technician(s):							
Position #1	☐	$					
Position #2	☐	$					
Bookkeeping/Business Personnel:							
Position #1	☐	$					
Position #2	☐	$					

Please use the following space to provide information for **all personnel not included above in questions 18 and 19.**

	$					
	$					
	$					
	$					
	per week	**hours**	**years**	**months**	**years**	**months**

20 For the **entire primary practice** in 1987 please indicate the following regarding the employment of auxiliary staff. (If none, enter zero.)

	Dental Hygienists	**Chairside Assistants**
a. Number of open positions		
filled in 1987	______	______
unfilled in 1987	______	______
b. Average number of weeks position(s) was open	______	______

21 What is the estimated starting salary in your **primary practice** for the following auxiliary positions with no prior experience?

	Starting Salary
a. Dental hygienist	$______/hour
b. Chairside assistant	$______/hour

22 In the **primary practice** during 1987, indicate whether or not and to whom the following benefits were offered. (If the practice did not offer the benefit, please check the appropriate box.)

	Not Offered	**Dental Hygienist(s)**	**Chairside Assistant(s)**	**Dental Laboratory Technician(s)**	**Secretary/ Receptionist(s)**
a. Medical insurance	☐	1	2	3	4
b. Dental insurance (or reduced costs)	☐	1	2	3	4
c. Separate malpractice insurance	☐	1	2	3	4
d. Life insurance	☐	1	2	3	4
e. Profit sharing	☐	1	2	3	4
f. Pension plan	☐	1	2	3	4
g. Paid sick leave	☐	1	2	3	4
h. Paid vacation days	☐	1	2	3	4
i. Reimbursement for professional organization dues	☐	1	2	3	4
j. Reimbursement for continuing education courses	☐	1	2	3	4
k. Incentive program					
percent of total production	☐	1	2	3	4
percent of production above certain limits	☐	1	2	3	4
set bonus if budgeted goals are met	☐	1	2	3	4
l. Other, please specify ______________________					

23 Which of the following personnel in your **primary practice** use gloves, mask, protective eyewear or gowns when working with all or selected patients?

	Gloves			**Mask**			**Protective Eyewear**			**Protective Gowns**		
	all	**some patients**	**none**	**all**	**some patients**	**none**	**all**	**some patients**	**none**	**all**	**some patients**	**none**
a. Dentist (self)	1	2	3	1	2	3	1	2	3	1	2	3
b. Dental hygienist(s)	1	2	3	1	2	3	1	2	3	1	2	3
c. Chairside assistant(s)	1	2	3	1	2	3	1	2	3	1	2	3
d. Other, please specify ______	1	2	3	1	2	3	1	2	3	1	2	3

24 Approximately how long have **you personally** used the following barrier techniques?

	Number of Years	**Number of Months**	**Do not use (Check box.)**
a. Gloves	______	______	☐
b. Mask	______	______	☐
c. Protective eyewear	______	______	☐
d. Protective gowns	______	______	☐

25 If **you** wear gloves, do you change them after every patient?

Yes	1
No	2
Not applicable	3

26a. Did the **primary practice** utilize computer processing services during 1987?

Yes	1
No (Skip to question 27.)	2

b. Were these computer services provided by an:

In-house computer?	1
Outside computer service? (Skip to question 26d.)	2
Other, please specify ____________________	

c. Who was the primary user of the computer system?

Dentist(s)	1
Secretary/receptionist(s)	2
Bookkeeping/business personnel	3
Other, please specify ____________________	

d. For which of the following functions was a computer utilized? (Please circle as many as apply.)

Patient accounting and billing	1
Maintaining expense records	2
Processing insurance forms	3
Maintaining treatment records	4
Diagnosis and monitoring of treatment	5
Scheduling patients	6
Office newsletters	7
Form letters	8
Other, please specify ____________________	

e. Which of the following was most important in your choice of a computer?

Price	1
Service/support	2
Training	3
Hardware	4
Software	5
Other, please specify ____________________	

f. How were you introduced to your computer?

Advertisement	1
Trade show	2
Mailing	3
Telephone call	4
Other, please specify ____________________	

g. If given the opportunity, would you purchase the same computer system again?

Yes	1
No	2

h. Is your computer:

Single user?	1
Multi user?	2

i. If given the opportunity to purchase another computer system, which of the following would be most important to you?

Price	1
Service/support	2
Training	3
Hardware	4
Software	5
Other, please specify ____________________	

27. In the **entire primary practice** during 1987:

a. What was the total number of operatories? ____________ operatories

b. How many of these were fully-equipped operatories (i.e., where a dentist can perform at least restorative dentistry)? ____________ operatories

c. What was the total square feet of office space? ____________ square feet

28. Did the **primary practice** operate its own dental laboratory during 1987?

Yes	1
No	2

29. Were any of the following items of equipment utilized by the **primary practice** during 1987?

	Yes	No
a. Composite light curing unit	1	2
b. High speed air handpiece with fiber optics	1	2
c. Panoramic x-ray unit	1	2
d. Ultrasonic or sonic scaling unit	1	2
e. Electrosurgical unit	1	2
f. Nitrous oxide analgesic equipment	1	2
g. Modular instrument delivery system (wall divider)	1	2
h. Automatic x-ray film processor	1	2
i. Autoclavable handpiece	1	2
j. Scavenger system for nitrous oxide	1	2
k. Intraoral video camera	1	2
l. Laser	1	2
m. Biological indicator (spore test)	1	2

30. Which of the following **best** describes your **primary practice** location during 1987?

a. Metropolitan area with a population greater than 500,000	
central city location	1
suburban location	2
b. Metropolitan area with a population between 100,000 and 500,000:	
central city location	3
suburban location	4
c. City of 50,000-99,999 population	5
d. City of 20,000-49,999 population	6
e. Rural (less than 20,000 population)	7

31. Which of the following **best** describes the building where the **primary practice** was located during 1987?

a. Home	1
b. Professional building	2
c. Shopping center	3
d. Other commercial building	4

32. Do either of the following characterize your **primary practice** where you worked in 1987?

	Yes	No
a. Retail or drug store facility	1	2
b. Franchise (practice marketed under a trade name)	1	2

33. a. In 1987, was your **primary practice** located in more than one office?

Yes	1
No (Skip to question 34.)	2

b. If yes, indicate the number of offices associated with your **primary practice** ____________

If you were a solo practitioner during 1987, **please** skip to question 36.

34 Please indicate the following regarding patient care by the **entire primary practice** during 1987:

The average number of:	**Entire Practice**
a. **Appointments scheduled** per week (**excluding** those with hygienist appointments only)	______ appointments per week
b. **Walk-in visits** per week that were treated (i.e., non-emergency and no appointment scheduled) If none, enter zero	______ visits per week
c. **Emergency visits** per week (i.e., no appointment scheduled) If none, enter zero	______ visits per week
d. **Scheduled visits** per week that were **actually** treated (**excluding** those with hygienist appointments only)	______ visits per week

35 During the entire year of 1987 indicate the **total** number of **patients** treated by the **primary practice.** (This number should be different than your total number of appointments above.)

______ total patients

36 Approximately what percentage of the **entire practice's** yearly patients are received on a referral basis from another practice, dentist or physician?

______ %

37a During a typical month, about how many **new patients** were treated in the **entire primary practice** where you practiced in 1987? (If none, enter zero and skip to question 38.)

______ new patients per month

b For 1987, please indicate the percentage of **new patients** from the following sources. (If none, enter zero.)

	Entire Practice Sources of New Patients
Other dentists	
General practitioners	______ %
Specialists	______ %
Patients	______ %
Dental referral service	______ %
Other professionals (e.g., M.D.'s)	______ %
Direct mail or commercial advertising (TV, radio, newspaper, etc.)	______ %
Capitation/closed panel contracts	______ %
Other, please specify ______	______ %
Total	**100%**

38 For the **entire primary practice** during 1987, how long did an average patient of record and average new patient have to **wait:**

	Entire Practice Waiting Time	
	patient of record	**new patient**
a. For the **initial appointment** of a series (excluding emergency cases)?	______	______
	days	
b. To see a dentist **after** the patient arrived for a **scheduled appointment?**	______	______
	minutes	

39. Of the 52 weeks in 1987, how many weeks was the **primary practice** scheduled to be open (not including emergency cases) to provide care to patients?

______ weeks

40. Approximately what percentage of the patients who visited the primary practice:

	Entire Practice Patient Characteristics
a. were:	
14 years of age or younger?	______ %
15 to 64 years of age?	______ %
65 years of age or older?	______ %
Total	**100%**
b. were members of families whose annual income is estimated to be	
under $10,000?	______ %
$10,000 to 29,999?	______ %
$30,000 or more?	______ %
Total	**100%**
c. were:	
covered by a private insurance program that pays or partially pays for their dental care?	______ %
covered by a public assistance program that pays or partially pays for their dental care?	______ %
not covered by an insurance program?	______ %
Total	**100%**
d. were:	
male?	______ %
female?	______ %
Total	**100%**
e. were physically handicapped and/or mentally handicapped?	______ %
f. were members of a racial minority?	______ %

41 Please indicate the percentage of patients who travelled various distances (from work or home) to your **primary practice** office.

a. Patients close (within walking distance or within 1-10 minute drive or transportation)	______ %
b. Patients within 11-39 minutes drive or transportation	______ %
c. Patients within 40 or more minute drive or transportation	______ %
Total	**100%**

42 For each of the dental procedures listed below, indicate the usual fee the **entire primary practice** charged during 1987. (If you usually provided the procedure free of charge, enter zero in the appropriate blank. If the procedure is not routinely performed, check the appropriate box.) Please do not report ranges.

	Not Done	Usual Fee
a. Periodic oral examination (excluding radiogrpahs)	☐	$
b. Bitewing radiographs, for films	☐	$
c. Dental prophylaxis, for adults	☐	$
d. Pit and fissure sealant, per tooth	☐	$
e. Topical fluoride treatment (including prophylaxis), child	☐	$
f. Amalgam restoration, one surface, permanent (including polishing)	☐	$
g. Fixed unilateral space maintainer	☐	$
restoration	☐	$
i. Root canal therapy—molar (includes treatment plan, clinical procedures, and follow-up care, excluding final restoration), one canal	☐	$
j. Periodontal scaling and root planing—per quadrant	☐	$
k. Complete upper acrylic-base denture, including six-months post-delivery care	☐	$
l. Extraction (including local anesthesia and post-operative care), single tooth	☐	$

43 What was **your** 1987 net income (after practice expenses and business taxes) from: (Please include salary, commission and/or dividends.)

	Net Income
a. Your primary practice?	$
b. Your secondary practice (if applicable)?	$
c. Other income from dentistry (i.e., teaching, research, other practice, etc.)?	$

44 In the **entire primary practice,** what was the total amount of fees charged for the dental care provided during 1987 (annual billing)? $

45 What percentage of the **gross receipts** were received: (If none, enter zero.)

	Gross Receipts
a. As direct patient payment?	%
b. As payment from government programs (e.g., Medicare, Medicaid, or other public insurance)?	%
c. As direct payment from private insurance carriers?	%
d. From other sources of payment? Please specify ____________	%
Total	**100%**

46 During 1987, were any of the expenses of the **entire primary practice** (dental facilities or staff) shared with other dentists?

Yes	1
No	2

If you shared expenses (dental facilities or staff) with any other practices, please report **only your entire primary practice's** share of the expenses.

47. For each item below, what were the **total professional expenses** for the **entire primary practice** during 1987? (If no expenses were incurred for specific items, please enter zero.)

	Expenses
a. Yearly rent	$
b. Yearly mortgage (including interest)	$
c. Total salaries, wages and commissions of non-dentist employees	$
d. Total salaries, wages and commissions of employed dentists (**exclude** salaries of owner dentists or shareholders of incorporated practices)	$
e. Total salaries, wages and commissions of officers/shareholder dentists (**for incorporated practices only**)	$
f. Employee benefits of personnel, not included in salaries, (e.g., insurance, pensions, etc.)	$
g. General office supplies	$
h. Dental supplies	$
i. Commercial dental laboratory charges	$
j. Advertising expenses	$
k. Annual depreciation costs of dental and office equipment	$
l. Taxes on business and business property	$
m. Repairs of dental or office equipment	$
n. Insurance related to dental office (liability, fire, etc.)	$
o. Legal and professional fees	$
p. Professional liability (malpractice insurance)	$
q. Interest on business indebtedness (excluding mortgage)	$
r. Drugs	$
s. Utilities (telephone, electricity, etc.)	$
t. Professional expenses (travel to meetings, society dues, etc.)	$
u. Bad debts	$
v. Other, please specify ____________	$
w. **Total Professional Expenses**	$

Thank you for your assistance in this important research project. Please return this questionnaire by folding and placing tape as indicated. Drop it in the mail, postage is paid.